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RODUCER

# AMERICAN CATTLE PRODUCER

ina Rankin, Librarian,  
School of Forestry,  
University of Mich.,  
ANN ARBOR,  
MICHIGAN



NORTH DAKOTA BADLANDS

THE CATTLEMAN'S BUSINESS MAGAZINE

MARCH 1948

IN THIS ISSUE: INCOME TAX • A PIONEER FREIGHTER • FENDERS' VIEW • WHAT'S AHEAD

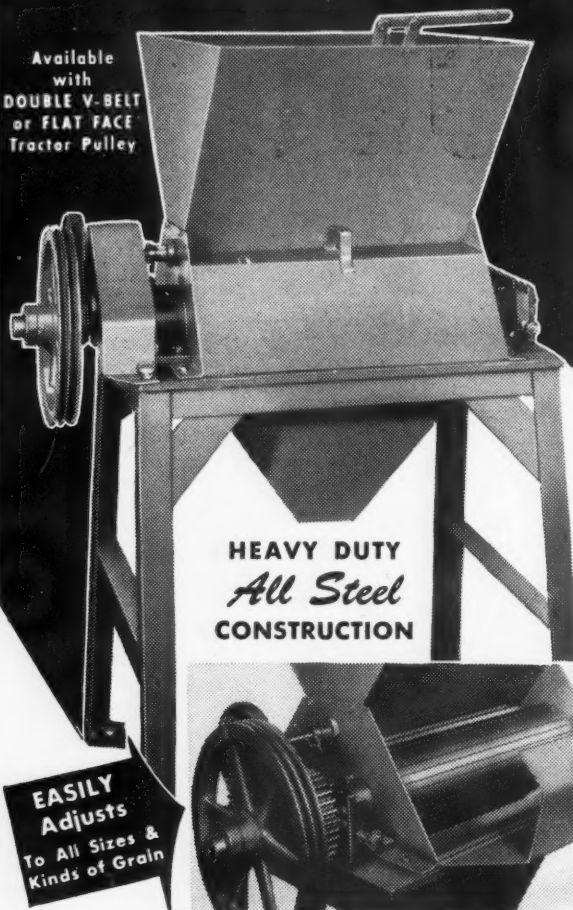
# FEED *Fresh* ROLLED GRAIN

**AVOID DUSTING!**

**IMPROVE DIGESTIBILITY!**

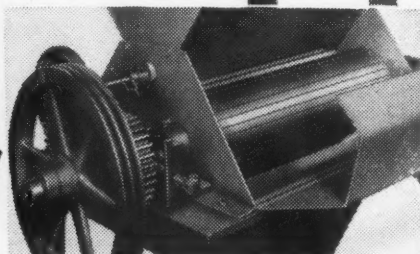
**S-T-R-E-T-C-H Your GRAIN SUPPLY!**

Available  
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**DOUBLE V-BELT**  
or **FLAT FACE**  
Tractor Pulley



**HEAVY DUTY**  
*All Steel*  
**CONSTRUCTION**

**EASILY**  
**Adjusts**  
To All Sizes &  
Kinds of Grain



**Farnam**  
"FARM-SIZE"  
**GRAIN ROLLER**

**ROLLS · CRACKS · CRUSHES**  
Makes Grain More **DIGESTIBLE**, More **APPETIZING!**

**AVOIDS DUSTING!**

By cracking the hard coating or hull that covers all small grains, feeding results are tremendously improved. Cracking or crushing enables digestive juices to quickly get at the nutrients and efficiently utilize them before grain is eliminated. In addition, animals *prefer* this coarser type of feed and eat it more readily.

Cracking or crushing is admittedly superior to grinding or hammering in that it *avoids dusting*, which often causes digestive disorders. In addition, rolling is a *faster* and *more economical* processing method. Requires less power, less labor and less time.

## *First* LOW-COST, ALL STEEL "FARM-SIZE" ROLLER!

Now you can process grain the preferred way for better feeding results. Roll, crack or crush oats, barley, corn, wheat, rye, kafir and other small grains right on the farm. No need to pay high prices for ready-rolled grain. No more hauling of grain to the mill for custom rolling. Roll it as you need it and feed it fresh-rolled, full of nutritive value. You can with a low-cost Farnam "Farm-Size" Grain Roller.

**10-DAY Free Trial Offer!**

FOR A LIMITED TIME . . . Try this roller *at our risk!*  
Write for descriptive literature and details of our 10 DAY "Free Trial" OFFER.

CLIP & MAIL For Complete Information!

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## **SAVE PRECIOUS GRAIN!** **CUT FEED COSTS!**

By eliminating waste due to dusting; and loss due to whole grain passing through digestive system before being assimilated, tremendous feed savings are effected. Every bushel of rolled grain produces more growth, more meat, more milk. One prominent feeder writes—"A bushel of whole oats, when rolled, bulks into nearly two bushels. Bushel for bushel, the rolled oats is nearly equal in feeding results." In other words, rolling cuts his feed bill nearly in half! It can for you, too, and produce better results!

**DEALER INQUIRIES INVITED**

**FARNAM**



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AMERICAN CATTLE PRODUCER



# FRANKLIN Aims at Perfection In Protection!

## NO MORE BLACKLEG LOSS

Don't let Blackleg touch your cattle. Give each calf a lasting immunizing dose of Franklin Concentrated Culture Blackleg Bacterin—the famous "Double Strength" vaccine.

### DOUBLE PROTECTION—DOUBLE VALUE

More and more owners choose the extra protection of Franklin Clostridium Chauvei Septicus Bacterin, combining a full dose for Blackleg with a full dose for Malignant Edema without extra charge.

**DO THIS FOR HEMORRHAGIC SEPTICEMIA**  
Vaccinate with Franklin Corynebacterium Bacterin as stimulant to resistance against the usual complicated forms of so-called Shipping Fever.

### BIG STEP TOWARD CLEAN COW HERD

Safeguard against Contagious Abortion by vaccinating with Franklin Brucella Abortus Vaccine, Strain 19. Highest standard of potency and purity.

### CHOOSE FRANKLIN SUPPLY ITEMS!

Large line at popular prices—Insecticides, Smears, Wormers, Dehorning Equipment, Instruments, Turner Calf Cradles and Chutes.  
See complete catalog.

**T**HE FRANKLIN record covers thirty years in which uncounted millions of animals have been immunized against deadly diseases.

Franklin's aim always has been to excel in **QUALITY**. This pursuit of perfection in protection has led to revolutionary new methods of production. Not how cheap but how good, has always been the guiding principle.

That's why Franklin uses the costly process of concentration. More than enough whole culture to make **TWO** customary large 5-cc doses of Blackleg Bacterin is required to produce each small 1-cc Franklin dose. This **EXTRA** potency assures protection against even the most virulent forms of blackleg.

Franklin Blackleg Bacterins are as near an approach to perfection in protection as can reasonably be expected to ever be attained in any product.

Be sure to have the latest Franklin catalog.

## O. M. FRANKLIN SERUM CO.

Denver Kansas City Wichita Fort Worth Amarillo Marfa El Paso  
Alliance Los Angeles Salt Lake City Billings North Portland

DRUG STORE DEALERS

Take the Proverbial "Stitch in Time  
that Saves Nine"!

## Set Up a Simple Program of Prevention!

Such a large share of losses from disease is preventable that we urge the adoption of some plan to guard against neglect.

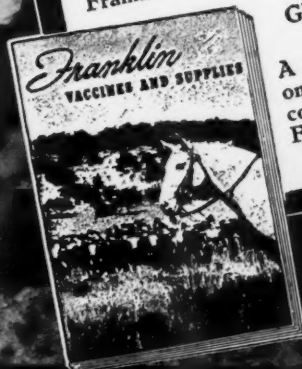
One way is to jot down the dates and the type of produce covering the year ahead. Make sure supplies are at hand well in advance. Get the job done before disease has a chance to strike.

Same way with parasite control. Good timing and good products can eliminate most of the losses. Present prices of stock makes this an exceedingly profitable thing to do.

Let the Franklin Catalog and your local Franklin Dealer help. Back of them are Franklin technicians freely at your service.

### GET YOUR COPY TODAY!

A wealth of helpful data on disease prevention is contained in this 80-page Franklin Catalog.  
Yours for the asking.



# FRANKLIN

VACCINES & SUPPLIES

# "Good" Grass Isn't Good Enough

The output of our grasslands can be doubled!" Top experts of the U. S. Department of Agriculture will tell you that. So will many a farsighted rancher and farmer out of his actual experience. So will students and teachers of land management everywhere . . . In that bright possibility of range and pasture improvement lies one principal hope for more food for a hungry world. Not only more food, but *better* food. For *proper grassland management* will improve the fertility of the land, and the nutritive value of the foods coming off it. It will save the land, too, protecting the precious layer of topsoil from blowing away or washing off to sea. And it will increase the amount and value of hay for cash-crop or winter feeding.

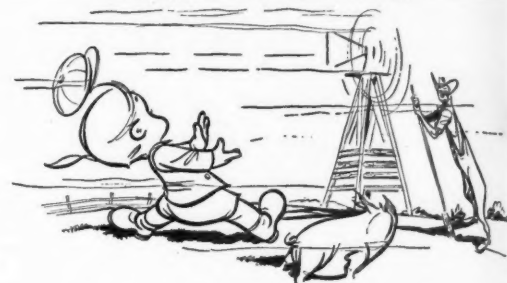
The way is wide open for you to improve *your* grass. Strong and willing allies stand ready to help you. For *advice* and active help in planning your own grass-management program, there's your County Agent . . . For *technical, practical help* in putting your program into operation, call on the Soil Conservation Service technician who lives in your district . . . And for *information* on newest experimental developments, call on your State Agricultural College or experiment station.

The program of good management for *your* grassland which you work out together will probably consist of some—or perhaps all—of the following practices. *If you're in the range country*: (1) Livestock numbers balanced to the amount of grass you can produce. (2) A rotation schedule of seasonal grazing. (3) Water located conveniently. (4) Elimination of excessive brush. (5) Wider distribution of salt to prevent over-grazing near salt

source. (6) Reseeding of over-used or abandoned range. (7) Introduction of improved native grasses and adapted new grasses. (8) Irrigation. (9) Protection against wind and water erosion. *If yours is farm pasture land*: (1) Liming. (2) Fertilization. (3) Seeding with pasture mixtures which stretch the grazing season at both ends. (4) Weed control by mowing or chemicals. (5) Rotation grazing. (6) Avoidance of over-grazing. (7) Irrigation.

We of Swift & Company have the same deep, basic interest that you have in range and pasture improvement. More and better grass is to our interest as it is to yours and to the nation's. That's why we urge you to act, if you have not already done so, to increase the productivity of *your* grasslands.

## OUR CITY COUSIN



Cries Our City Cousin to the hired man,  
"Please turn off that big electric fan!"

## "Pitted" Pastures Produce More Grass

As reported by A. L. Nelson, Robert Lang and Oscar Barnes of Wyoming Archer Field Experiment Station

"Pitting" pastures has stepped up grazing capacity of range land by as much as one-third, according to the Archer Field Station in southwestern Wyoming. "Pitting" is a simple mechanical treatment. It can be done with a one-way Wheatland plow with alternate eccentric disks. These eccentric disks leave a waffle-like surface with pits about 16 inches apart. The pits trap water, help produce more grass.

The eccentric disks are 2 inches larger than the others, with the gang bolt hole 2 inches off center. In mounting the eccentric disks, you start from the rear and replace every other disk with an eccentric. Mount the first eccentric with the long side up, the second with the long side to the rear, the third with the long side down, and the fourth with the long side to the front. Continue in the same rotation until all disks are mounted.

Best time to pit is early spring, before much plant growth has started. The cost runs from 50 cents to a dollar an acre.

## Martha Logan's Recipe for

### SPRINGTIME PORK AND VEAL

1/2 pound pork shoulder	2 tablespoons flour
1/2 pound veal shoulder	1 tablespoon sugar
1/2 cup diced rhubarb	1/4 cup water
1 1/2 teaspoons salt	

Cut pork and veal into 1-inch cubes. Brown in heavy skillet. Add rhubarb. Cover and simmer 1 hour. Remove cover. Combine flour, sugar, and water. Stir lightly into meat. Simmer 5 minutes. Blend. Serve hot with or without toast. (Yield: 5 to 6 servings.)

**Swift & Company** UNION STOCK YARD  
CHICAGO 9, ILLINOIS

## Soda Bill sez:

... that flattery is soft soap—  
and soft soap is mostly "lye."



## "Weigh 'em to Swift!"



The pen gate opens and cattle crowd into the alley, headed for the scales. A cry rings out, "Weigh 'em to Swift!" Another lot of livestock has been sold to Swift

& Company. That deal is a miniature of the business relationship between livestock producers and meat packers.

When this lot of steers was "finished," the producer sent them to the stockyards, consigned to a commission firm. In the "yards," livestock buyers came to look and make their competitive bids. Competition is always keen because 26,000 meat packers and other commercial slaughterers in the United States are active in livestock buying. Each buyer knows that unless he bids "the going price" for the animals he wants, some competitor will get them. Also, he knows that if he bids too high his company will take a loss.

Thus competition and the law of supply and demand set the prices all along the line. This load of steers went to Swift & Company because the Swift buyer offered more than other buyers. And the price he paid was based on his estimate of what the meat, hides, glands and other by-products would be worth to Swift & Company.



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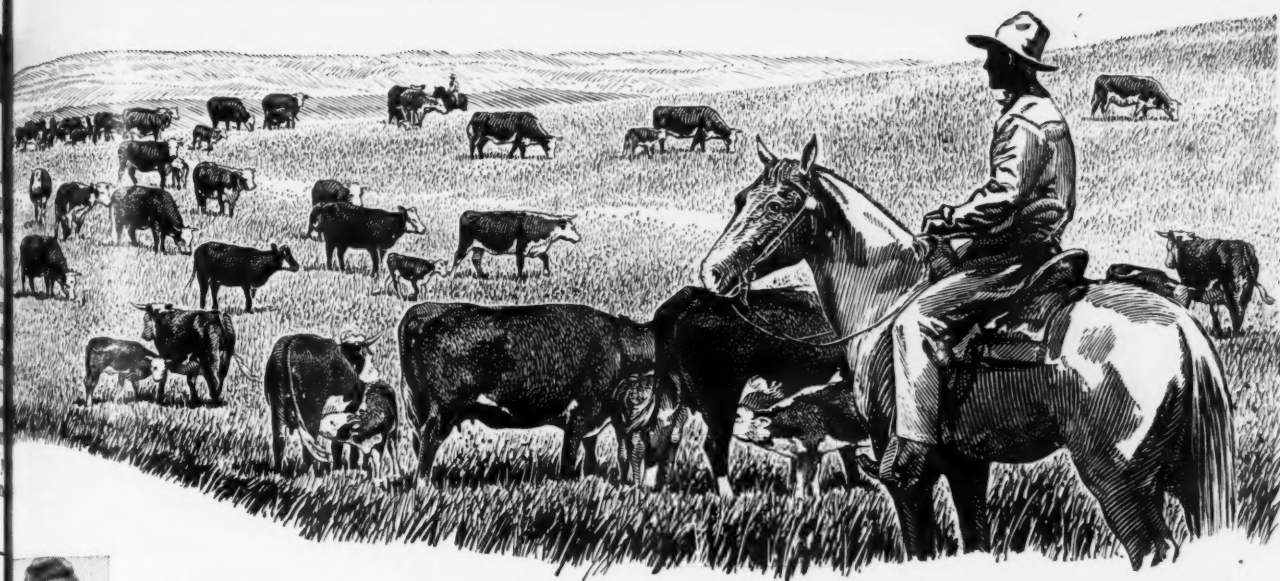
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Clay Robinson

## How to Combat Bloat in Cattle

by Clay Robinson, Salt Lake City, Utah

Each pasture season many valuable cattle are lost from bloat. The start of the pasture season is the most dangerous time. This is especially true with cattle on legume pasture such as alfalfa, sweet clover and other clovers and even on some range grasses. One must be careful in pasturing hungry animals on young succulent pasture, particularly legumes.

Should bloat occur, prompt treatment is necessary. The use of a stomach tube sounds technical but really is quite simple. A common garden hose with one end rounded off and lubricated with oil is all that is needed. The animal's head must be held steady. The tube is then passed over the middle of the tongue, down the throat into the stomach. If the tube does not become stopped up, the gas will rush out and the bloat disappear.

Another method of control is the use of a drench consisting of one teacupful of kerosene well shaken up with a pint of milk.

As a last resort, if neither of the above methods proves effective, the cow may have to be "tapped." This consists of a puncture made just ahead of the left hip into the paunch. It is a job for an experienced person and is only used as a last resort.



## "Red Wagon" now available

A historical 45-minute movie showing the birth of a great industry . . . the romance of the cattle business when the West was young . . . all captured in Hollywood-produced 16-mm. full color sound film. An inspirational and entertaining film, it has proved to be valuable in classrooms, clubs, etc. There is no rental charge. Users are asked only to pay the one-way express fee. All requests handled on a first-come, first-served basis. Get yours in early. Write to "Red Wagon," Swift & Company, Public Relations Department, Chicago 9, Illinois.

## Profit Comes From SAVING!

The lead story on the opposite page is about farmers and ranchers making the most of their grasslands. By good planning, managing well, and operating efficiently, they can grow more grass, produce more food for the world, and make more money. While writing that story, I was struck by a similarity in the Swift business. For it is careful planning and efficient operation that keep us in business, too. Like you with your grassland, we've got to *make the most of what we have*. We've got to practice efficiency. We, also, must cut costs, operate with economy. Not only the important economy of finding uses and markets for every possible by-product, but economy and efficiency *all along the line*.

Maybe you saw Swift's recent financial report for 1947. It showed that we earned \$22,334,977 after provision of \$12,000,000 for high cost additions to fixed assets. This earning represented one cent out of our average dollar of sales. That one cent was earned *in large part* by the *savings* we made. The operating figures of our business prove that statement. They show where the savings came from. New methods of doing things which save time and cost. Modern equipment replacing old, worn equipment. Better ways discovered by Swift research to produce, use and handle Swift products. A small saving here . . . another there . . . little economies pyramiding into big economies. Until, added together, the savings which we made last year in the actual day-by-day operation of the Swift business amounted to a considerable part of our earnings.

Careful planning, good management and efficient operation are "musts" in our business as in yours. "Little things" can often add up to the difference between a profit and a loss.

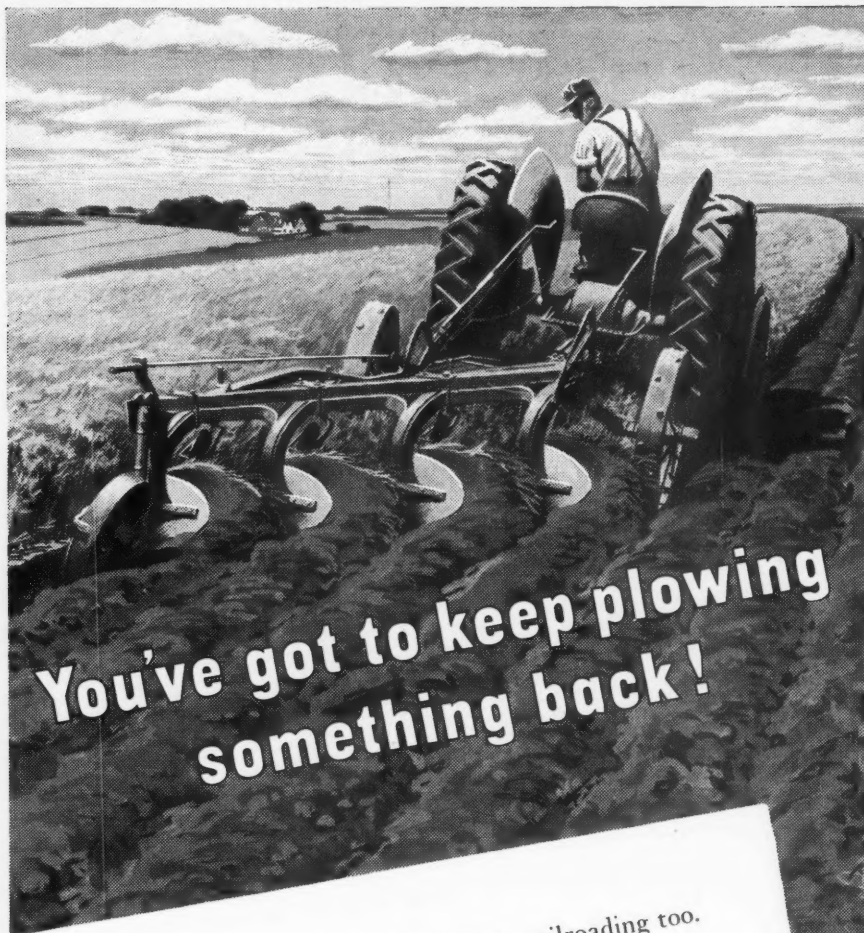
FM Simpson.

Agricultural Research Department



NUTRITION IS OUR BUSINESS — AND YOURS  
Right Eating Adds Life to Your Years—and Years to Your Life

arch, 1948



**You've got to keep plowing something back!**

**You've got to keep plowing back in railroading too.**  
In railroading, you've got to keep plowing money back. New money is needed continually for new, more efficient rolling stock, for better roadbed and tracks, improved signals. New money is needed for a thousand improvements in plant and equipment—to insure better and better service—to keep open national markets for your products—to do a better job for you.

The ability of the railroads to obtain this money depends upon railroad earnings. And adequate railroad earnings depend upon rates and fares in line with today's costs of producing freight and passenger transportation.

It's good business for your railroads to be allowed rates which will enable them to maintain the transportation service you need.

For everybody's business is linked vitally to efficient, economical railroad service. Everybody's business—including yours!

**Association of  
American Railroads**  
WASHINGTON 6, D. C.

## Letters To The Editor

**DOWN SOUTH**—Enclosed is check for two years' subscription. The cattle situation here is pretty slim right now. Most farmers have sold down to just about their milking cows since cows have been so high. However, this spring I will have about 20 heifers to calve, between now and May.—Edward E. Ungerecht, Jr., Lauderdale County, Tenn.

**SITUATION OKAY**—We are having lots of snow here; have about 9 inches with lots of drifts and cold weather. Cattle are wintering well. Have plenty of feed.—John H. Auer, Freemont County, Wyo.

**FROM A NEIGHBOR TO THE SOUTH**—Enclosed you will find check for subscription to the Producer. Thank you in advance for your favor of keeping on sending us your interesting magazine.—Asociacion Ganadera Local de Chihuahua, Mexico.

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## AMERICAN CATTLE PRODUCER

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AMERICAN CATTLE PRODUCER



## Good Riddance

THE LIVESTOCK INDUSTRY generally is much relieved that the political drive for price control and rationing met with the fate it deserved. The Flanders rationing bill was defeated in the subcommittee on the Senate Banking and Currency Committee by a vote of three to two; and although that committee held quite extensive hearings covering both rationing and price controls, there is no indication that it will report favorably any of the several bills before it.

All kinds of rumors are afloat in Washington as to why this issue was revived. Of course it is an election year and it is very easy for the President to submit proposals to Congress which have a popular vote appeal, without any real thought of having them actually enacted into law. Both parties are playing politics, with votes as the prime objective rather than the actual welfare of the country.

However, it was too soon after the demise of OPA for legislation to revive price controls and rationing to stand against the concerted attacks of those in the industry—from the producer clear through to the retailer and, in fact, to the consumer. There was only one sure thing about the Flanders

rationing bill, and that is that it would have re-created the black markets. A cattle feeder from Illinois testified that he had already been approached by people who wanted to buy his fat cattle if the rationing bill were passed.

The break in commodity prices followed very shortly after the action of the Flanders subcommittee in rejecting his bill. The lower prices already in vogue for meat, the cheaper cost of grain for fattening purposes and the fact that the hog run has continued much heavier than anyone anticipated, all would indicate that there is very little real likelihood any further headway will be made in connection with controls during this session of Congress. Meat supplies probably will be lighter in the early summer, but Congress will not be in a mood to dally long in Washington. Everyone will want to get home and start the campaign, and it would appear that we can draw a full breath so far as this issue is concerned. Possibly we should pass a vote of thanks to Chester Bowles and his successors, who refused to deal with realities in the days of OPA and gave us an object lesson as to why private enterprise is better than government control that should be of value to the nation for years to come.

### GRASS IS A CROP—HARVEST IT WELL

## A Matter for Clarification

REPRESENTATIVES of the livestock industry are slated to meet on Feb. 27 with Secretary of Agriculture Anderson and the Barrett subcommittee which recently investigated the Forest Service. What the stockmen want is that the recommendations be made more explicit, as there is some question as to just what is to be done on the report of the Barrett subcommittee and Anderson's reply.

Secretary Anderson accepted four out of six of the recommendations made by the subcommittee and expressed willingness to go part-way in setting up an appeal board. But he evidently misinterpreted the request of the committee on this point. It recommended an appeal board as an intermediary between the chief of the Forest Service and the secretary of agriculture, with the secretary having the final say. It was felt that the secretary would accept such a board's recommendations unless a sound reason for other action could be shown.

Stockmen are disappointed over the failure of Secretary Anderson to favor the three-year moratorium. The secretary did give a year's breathing spell but also oked 6 per cent cuts for the entire period. However, the stockmen hope to be successful in rounding out and making practical the recommendations of the committee as approved by the secretary and gaining some additional relief not fully covered.

## Caught Red-Handed

HEAVY CUTS in cattle numbers during 1947 and therefore a lot less beef for 1948 has been argued as the reason why we need meat rationing and price controls. We suspected all along that much of this talk was exaggerated and was made to fit the occasion, and now we know.

Government estimates of Feb. 18 show the cattle population as 78,564,000 head. So instead of a 5,000,000-head decline we had only about half that reduction, for the estimate for the beginning of 1947 was 81,050,000 animals. Dairy cattle are included in the drop, and when you get down to beef cows alone, the new population figure stands at "about 2 per cent below the level of the past three years but substantially above numbers prior to Jan. 1944." In fact, beef cow and heifer numbers now are only 409,000 head below their all-time peak in 1945 which was 16,456,000.

March, 1948

What the government figures mean is that the liquidation the past year, as in the period since it began in 1945, has been mainly in dairy cows, beef steers and younger stock of the beef breeds.

The figures show that beef cattle growers are still on the job producing beef in big volume, because part of the liquidation reported is due to drouthy conditions the past two or three years in sections of the Southwest. This is a fortunate thing, because the United States will now have to maintain larger breeding herds to fill the gap that has been made by foot-and-mouth disease in Mexico. That country had been shipping us 400,000 to 500,000 head of young cattle a year. Imports from Mexico won't be resumed for a long time.

The unfortunate part is the way politicians have used advance estimates of trends for their on ends—and in this instance they might have had the industry saddled with a rationing and price control mess that would have upset production. There is an official livestock estimate office in Washington and there is also a branch in the same department that hands out semi-official stuff—inadvisable and inaccurate as it often is. Maybe there ought to be a law against these wild guesses as in the case of cotton. At any rate, the damage was forestalled this time and the public can continue to bank on getting a good supply of beef.

## It's an Ill Wind

THE SHARP BREAK in livestock and grain prices recently is generally accepted as a good thing, as a healthy anti-inflation factor to break the trend of soaring prices—that is, accepted by everyone except the farmer and the feeder who bought cattle in at peak prices. But even in his case the drop in feed should offset some of his loss.

One thing is certain and that is that the higher the prices move upward the more dangerous the whole situation becomes. This break removed at least part of the dread of a future with skyrocketing prices and the inevitable bust. But many people believe it will take a week or two more to determine the full meaning of the decline.

Another effect of the market decline—and this is no small matter in itself—is that it has apparently put an end to the possibility of passage of rationing and price control measures which would only have upset the play of the natural forces of supply and demand.

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## MEAT CONSUMPTION

Per capita civilian consumption by types of meat for 1948 compared with 1947 and 1939-41 average is given below, based on government figures and American Meat Institute estimates:

Pounds	1948	1947	1939-41
Beef .....	65.0	69.6	56.5
Veal .....	9.4	10.5	7.5
Lamb and Mutton ..	4.6	5.7	6.7
Pork (excl. lard) ..	65.4	70.9	67.7
Total Meat .....	144.4	156.7	138.4
Lard .....	12.3	13.3	13.8

## THE LIVESTOCK INVENTORY



**T**HE downward trend in numbers of all cattle on farms and ranches which began in 1945 continued, but at a more rapid rate than in 1946. All cattle numbers Jan. 1, 1948, were estimated at 78,564,000 head, compared with 81,207,000 a year previous, a decline of 2,643,000 head or 3 per cent. Numbers are now 8 per cent, or 7,009,000 head below the Jan. 1, 1945, peak and the lowest since 1942, but above any year prior to 1943.

All cows two years old and older on farms, Jan. 1, 1948, were estimated at 41,212,000 head, 3 per cent less than a year earlier, and 7 per cent below peak numbers of Jan. 1, 1945. Milk cows totaled 25,165,000 head, 933,000 or almost 4 per cent below the number a year previous. They declined 2 per cent in the east north central region and 7 per cent in the west north central. Beef cows were estimated at 16,047,000 head, about 2 per cent below the level of the last three years but substantially above numbers prior to Jan. 1, 1944.

Heifers one to two years of age totaled 10,264,000, practically unchanged from a year ago but 10 per cent lower than the

Jan. 1, 1945, peak. Milk heifers numbered 5,685,000, an increase of a little over 1 per cent from last year. Beef heifers decreased two per cent from the year previous and were the lowest since Jan. 1, 1943. Calf numbers, estimated at 18,501,000 head, were down 4 per cent from Jan. 1, 1947, and the lowest since 1941. Heifer calves being saved for milk cows totaled 6,485,000, and calves for beef 12,016,000. Steer numbers, 6,798,000 head, were down 5 per cent during 1947, 18 per cent below Jan. 1, 1945, and the lowest since 1942.

Cattle prices made considerable gains during 1947 and established record high values per head and total value of cattle on farms Jan. 1, 1948. The average value per head was \$116, or \$18.60 above a year earlier. Total value of all cattle on Jan. 1, 1948, was \$9,150,000,000, compared with \$7,907,000,000 a year previous. Value of milk cows set a new all-time record high of \$164—\$19 above last year, the previous top.

**Hogs:** The number of hogs on farms Jan. 1, 1948, was estimated at 55,038,000 head, 3 per cent below the 56,921,000 on hand Jan. 1, 1947, and 7 per cent below the 1937-46 average. This is the lowest number since 1941 and 34 per cent below the all-time peak of 83,741,000 on hand Jan. 1, 1944. Although the number of pigs saved in 1947 was 1 per cent larger than in 1946, the number of hogs slaughtered under federal inspection during the last three months of 1947 was 15 per cent larger than for the corresponding period a year earlier, leaving a smaller number of hogs on farms at the end of the year.

The average value per head of all hogs on hand Jan. 1, 1946, set an all-time record of \$42.80. This is an increase of \$6.80 above the previous record high of last year.

**Sheep:** Stock sheep and lamb numbers

declined during 1947, making six years of continuous decline in inventories. Stock sheep numbers are the lowest of record, dating back to 1867, with all sheep numbers the lowest since 1871. Stock sheep numbers are now 30,544,000 head, a decline of 5 per cent, or about 1,600,000 head during 1947. They are 38 per cent, or 18,802,000 head below the recent peak numbers of Jan. 1, 1942. Sheep and lambs on feed for market Jan. 1, 1948, were 4,788,000 head, a decrease of 16 per cent, or 905,000 head from a year earlier and the smallest number on feed since 1928.

## RECORD BEEF PRODUCTION

Beef production under federal inspection for 1947 is estimated at a little over 7.5 billion pounds, exceeding all other years for which records are available. The total cattle slaughter for the year was more than 15,500,000 head, a million more than the previous high in 1945. As a result of this large slaughter during 1947, the government report of cattle on farms, Jan. 1, shows a decrease in numbers during the past year of 2,643,000 head, leaving a total of 78,564,000 cattle and calves on farms. The number of cattle and calves on feed throughout the country, Jan. 1, was 12 per cent smaller than a year ago. In the Midwest there were 19 per cent fewer animals in feedlots. Far western states are feeding more cattle than usual.

The total value of all sheep and lambs was \$542,321,000 compared with \$477,296,000 last year. The average value per head of stock sheep was \$15 against \$12.20.

## Various Causes

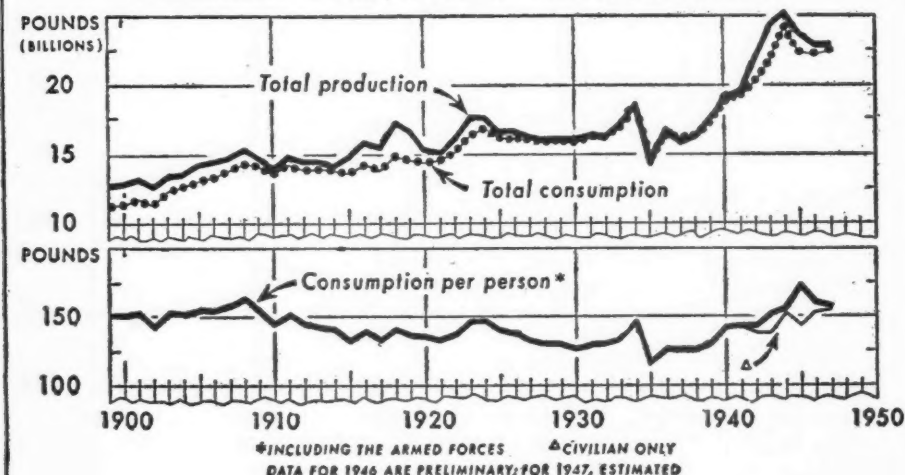
The decline in livestock numbers is attributable to various causes. High prices for meat animals encouraged marketing, resulting in a heavy rate of slaughter in relation to inventory numbers. Reduced food supplies in the latter half of the year, accompanied by high feed prices, curtailed livestock feeding operations and prompted marketing of breeding herds.

In terms of animal units, which allow for differences in size and feed requirements of the several species, livestock numbers on Jan. 1, 1948, were 4.0 per cent below a year earlier and about 16 per cent below the record high numbers of Jan. 1, 1944. In terms of feed grain consuming units, numbers were down 3.9 per cent.

Although livestock numbers were down from last year, the Jan. 1 stocks of feed grains on farms were down still more. In relation to livestock numbers, the supply was much less favorable than last year, and well below the average for the last 10 years. However, the supply was somewhat better than on Jan. 1, 1944, when livestock numbers were at an all-time peak. The supply per unit of livestock was about 23 per cent below last year and 13 per cent below the 1938-47 average.—Released by the Bureau of Agricultural Economics.

AMERICAN CATTLE PRODUCER

## PRODUCTION AND CONSUMPTION OF ALL MEATS, EXCLUDING LARD, UNITED STATES, 1899-1947



U. S. DEPARTMENT OF AGRICULTURE

NEQ. 38742-X

BUREAU OF AGRICULTURAL ECONOMICS

For three years our meat animal numbers have been falling. The smaller numbers in 1948 and smaller feed-grain supplies probably will shrink our meat output about 7 per cent from 1947. But at that point, production will be over 20 per cent above the 1937-41 average.—Bureau of Agricultural Economics.



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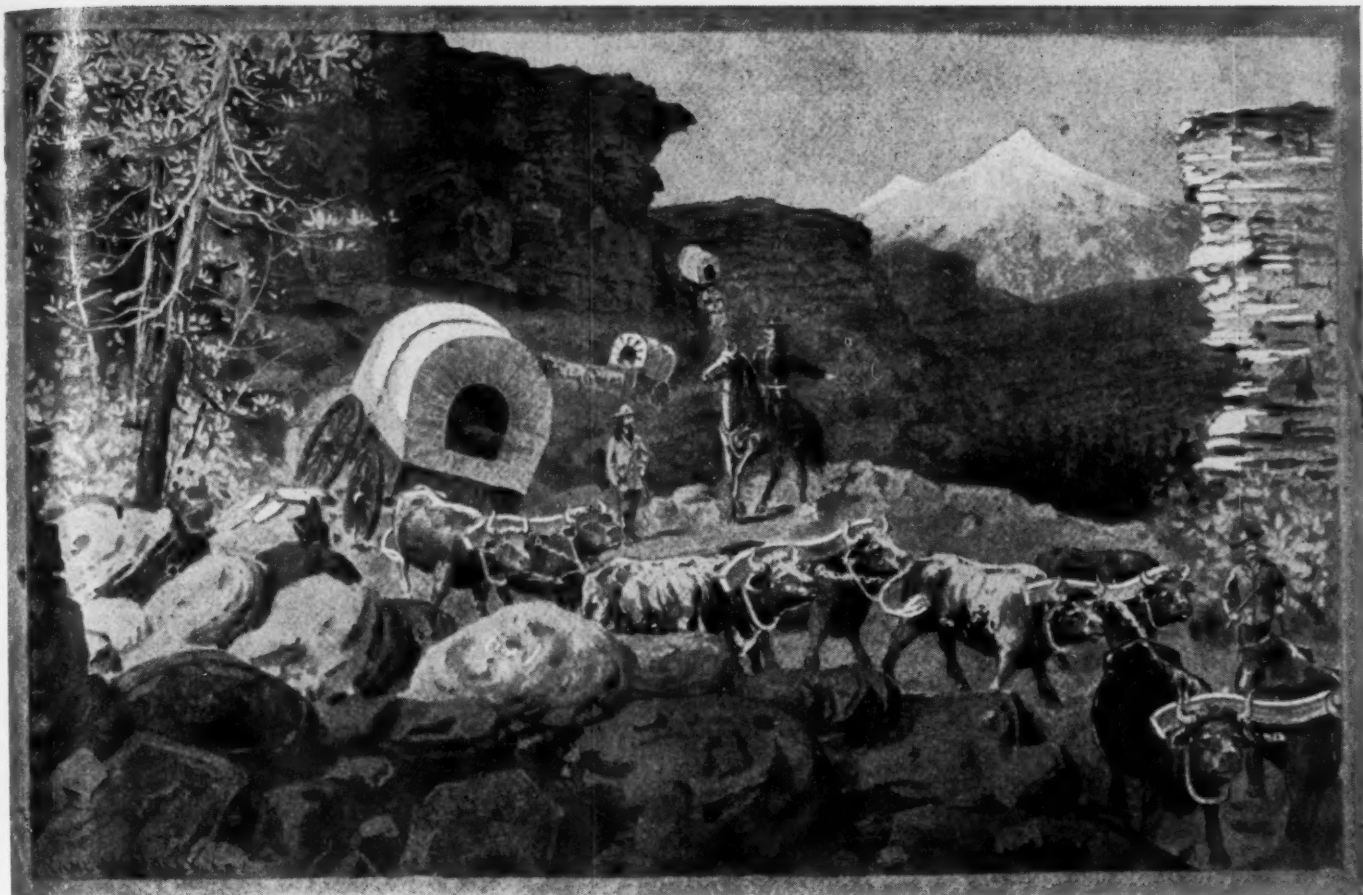
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# A PIONEER FREIGHTER

By JOHN K. STANDISH

WITH THE PASSING OF TIME, people are wont to forget the deeds and accomplishments of those who blazed new trails into the frontiers, developed new enterprises and endured untold hardships so that future generations might profit by their labors. What a world of thought this gives rise to, when we recall that 75 years ago there was not a railroad west of the Missouri River, and every pound of freight, every emigrant, every letter and every message had to be carried by wagon or on horseback, and at the risk of life and hardships untold.

The man who could in the face of all dangers and obstacles originate and carry to success a line of freight wagons, a mail route from the Atlantic to the Pacific and a Pony Express, flying at the utmost speed of a hare through the land, was no ordinary individual, as can be well understood. And such a man Alexander Majors was.

Mr. Majors' firm was known as Majors, Russell & Woodell, but it was to Mr. Majors particularly that the heaviest duties of organizing and management fell, and he never shirked a duty or a danger.

Severe in discipline, he was yet never profane or harsh, and a Christian and temperance man through all; he governed his men kindly, and often said that he would have no one under his con-

trol who would not promptly obey an order not emphasized with an oath. In fact, he had a contract with his men in which they pledged themselves not to use profanity, get drunk, gamble or be cruel to animals under pain of dismissal—while good behavior was rewarded. Every man, from wagon boss and teamster down to rustler and messenger boy, seemed anxious to gain the good-will of Alexander Majors.

It was Mr. Majors' firm that originated and put in the Pony Express across the plains and made it the great success it proved to be. It was his firm that so long and successfully carried on the business of overland freighting by oxen in the face of obstacles, and also the Overland Stage Drive between the Missouri River and the Pacific Ocean; and in his long life on the border he became known to all classes and conditions of men. He was the first pioneer to discover the possibilities of wintering livestock on blizzard-swept plains of the Rocky Mountain region, which opened up a huge empire to the livestock industry, and later to permanent cattle and sheep men.

\* \* \*

Fort Leavenworth and Nebraska City became enormous supply depots from which trains of 25 or more wagons

drawn by over 300 oxen departed in the spring on their 1,000-mile journey westward for about 18 years after 1848, when Mr. Majors hauled stores of supplies and foodstuffs to far points in the West.

After reaching their destinations these oxen were sold to emigrants or driven back to be corn-fed in the central states.

Following the close of the Civil War, Russell, Majors & Waddell organized a new company and for two years shipped army supplies from Fort Leavenworth to far-western points. The profits on 300 wagons rose to about \$300,000. At its zenith the firm had 6,250 wagons and 75,000 oxen.

A sudden boom in the freighting business took place in 1857 and 1858 during the Mormon disturbances. Russell, Majors & Waddell contracted with the government to supply the "Army of Utah" with 3,500 cattle from their ox-teams, at a price of \$7.50 per hundredweight. These contractors were successful in furnishing supplies to Fort Laramie (Wyoming) and Fort Kearney. Nearly 47,000 oxen and 6,000 mules pulled the 4,956 wagons in which these army stores were transported.

## Mode of Operation

The organization of a full-fledged train for crossing the plains consisted of 25 or 26 large wagons that would carry from three to three and one-half

March, 1948



*Alexander Majors.*

Operator of the first and major ox-team freighting line in the West.

tons each, the merchandise or contents of each wagon being protected by three sheets of thin ducking, such as was used for army tents. The number of cattle necessary to draw each wagon was 12—making six yokes or pairs—and a prudent freighter would always have from 20 to 30 head of extra oxen, in case of accident to, or lameness of, some of the animals. In camping or stopping to allow the cattle to graze, a corral or pen of oblong shape was formed by the wagons, the tongues being turned out and a log chain extended from the hind wheel of each wagon to the forewheel of the next behind, thus making a solid pen except for a wide gap at each end, through which gaps the cattle were driven when they were to be yoked and made ready for travel, the gaps then being filled by the wagon master, his assistant and the extra men, to prevent the cattle from getting out.

When the cattle were driven into this corral each driver yoked his oxen, drove them out to his wagon, and got ready to start. The entire train of cattle, including extras, generally numbered from 320 to 330 head, and usually there were four or five mules for riding and herding. The force of men for each train consisted of a wagon master, his assistant, the teamsters, a man to look after the extra cattle and two or three extra men as a reserve to take the places of any men who might be disabled or sick (the latter case being a rare exception, for as a rule there was no sickness.)

In his "Memoirs" Mr. Majors said: "I think perhaps there was never a set of laboring men in the world who enjoyed more uninterrupted good health than the

teamsters upon the plains. They walked by the side of their teams, as it was impossible for them to ride and keep them moving with regularity. The average distance traveled with loaded wagons was from 12 to 15 miles per day, although in some instances when roads were fine and there was a necessity for rapid movement I have known them to travel 20 miles. But this was faster travel than they could keep up for any length of time. Returning with empty wagons they could average 20 miles a day without injury to the animals."

Oxen proved to be the cheapest and most reliable teams for long trips, where they had to live upon the grass. This was invariably the case. They did good daily work, gathering their own living, and if properly driven would travel 2,000 miles in a season, or during the months from April to November; they traveled from 1,000 to 1,200 miles with the loaded wagons and with plenty of good grass and water would make the return trip with the empty wagons in the same season. However, the distance traveled depended much upon the skill of the wagon masters who had them in charge, for if the master was not skilled in handling the animals and men, they could not make anything like good headway and success. To make everything work expeditiously, thorough discipline was required, each man performing his duty and being in the place assigned him without confusion or delay.

#### Rules of Conduct

"The discipline and rules by which my trains were governed were perfect," Mr. Majors wrote in his "Memoirs." "And as quickly as the men learned each one his place and duty, it became a pleasant and easy thing for him to do. Good moral conduct was required of them, and no offense from man to man was allowed, thus keeping them good-natured and working together harmoniously. They were formed in 'messes,' each mess selecting the man best fitted to serve as cook and the others carrying the water and fuel and standing guard, so that the cook's sole business when in camp was to get his utensils ready and cook the meals.

"We never left the cattle day or night without a guard of two men, the teamsters taking turns and arranging it so each man was on guard two hours out of the 24, and sometimes they were only obliged to go on guard two hours every other night. This matter they arranged among themselves and with the wagon master. The duty of the wagon master was about the same as that of a captain of a steamboat or ship, his commands being implicitly obeyed, for in the early stages of travel upon the plains the men were at all times liable to be attacked by the Indians; therefore the necessity for a perfect harmony of action throughout the entire band. The assistant wagon master's duty was to carry out the wagon master's instructions, and he would often be at one end of the train while the master was at the other as the

train was moving. It was arranged, when possible, that no two trains should ever camp together, as there was not grass and water sufficient for the animals of both, and thus all confusion was avoided.

"The average salary paid the men was \$1 a day and expenses. Most of the traveling in the early days of freighting was done upon what was called the Santa Fe road, starting from Independence, Mo., and unloading at Santa Fe, N. M. The rattlesnakes on the road, in the beginning of the travel, were a great annoyance, often biting the mules and oxen when they were grazing. At first, mules were used altogether for traveling, but they would either die or become useless from the bite of a rattlesnake, and the men would sometimes be sent ahead of the caravan with whips to frighten the snakes out of the pathway, but later on, the ox-teamsters, with their large whips, destroyed them so fast that they ceased to trouble them to any great extent."

#### Wintering the Animals

Mr. Majors was one of the first freighters who began wintering oxen in the vicinity of Fort Laramie, Wyo. About 1853, Seth E. Ward, a settler from Fort Laramie, began wintering cattle in the valleys of the Chugwater and Laramie rivers. The following fall Majors delivered 100,000 pounds of freight to Fort Laramie. Knowing it was too late to enable the 300 oxen to return to Missouri, the freighters sent their sore-footed cattle on the range where Ward's cattle had wintered the previous winter. For 10 years thereafter Majors wintered cattle on these ranges, and losses were less than half of 1 per cent. Poor in flesh when turned out in the fall, the cattle grew fat and sleek on the cured winter grasses. Reports from other sections of the Rocky Mountain region proved the prairies favorable to stock raising over winter months and in a few years the present states of Wyoming, Montana, Dakotas, Kansas and Nebraska began their epoch of the cattle industry.

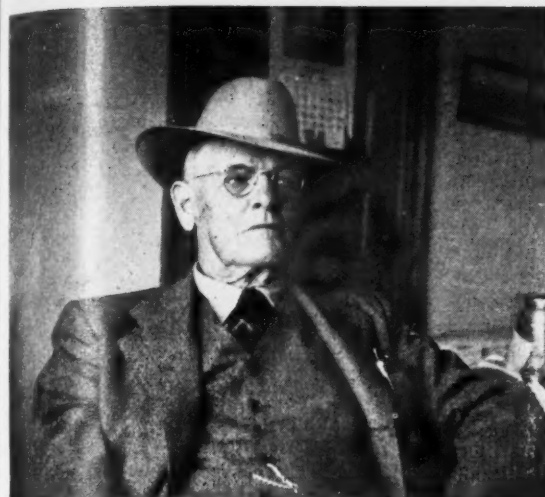
Samuel Bowles, editor of the Springfield Republican, described his visit to

(Continued on Page 30)

The easterner, with his background of forest and farm, could not always understand the man of the cattle kingdom. One went on foot, the other on horseback; one carried his law in books, the other carried it strapped round his waist. One represented tradition, the other represented innovation; one responded to convention, the other responded to necessity and evolved his own conventions. Yet the man of the timber and the town made the law for the man of the plain; the plainsman, finding this law unsuited to his needs, broke it, and was called lawless. The cattle kingdom was not sovereign, but subject. Eventually it ceased to be a kingdom and became a province.

AMERICAN CATTLE PRODUCER





A. Elmer Headlee, since late 1946 the head of the Colorado Stock Growers and Feeders Association. Mr. Headlee now makes his home at Center.



Dr. B. F. Davis of Denver, who became secretary of the Colorado organization in 1923 and has served interestingly in that capacity since then.



## Coloradans Early Saw Need For Organized Action

YOU MIGHT SAY that what is now known as the Colorado Stock Growers and Feeders Association resulted almost directly from the fact that cattle herds of the 1860's were suffering from a malady strangely resembling long division. The dividing process went on pretty consistently over a period of years, engendered by a widespread feeling among the rustling classes of the time that they were entitled to share and share alike with the rightful owners by the simple process of establishing on-the-spot branded rights over any conveniently encountered animals.

Thus, a little more than 80 years ago—the exact date was Nov. 30, 1867—a small group of stockmen, stirred to action by the cumulative effect of these and other predatory acts, gathered at the Planter House in Denver with the chief objective later generally expressed in Section I of their constitution as “the protection and promotion of the livestock interests of the stockgrowers of the state of Colorado.” In taking this formative step, the Coloradans perhaps set off what might be termed a chain reaction; subsequently other groups followed suit that they too might present a united front in overcoming a common menace.

### The First Meetings

Originally, the name of the association was the Colorado Cattlemen's Association. This was changed, in 1925, to allow for inclusion of feeder members. A highlight of one of the early meetings, according to “The Colorado Range Cattle Industry” by Ora Brooks Peake, was the extension of a vote of thanks to Alex W. Atkins for the gift of a book “on which to spread the minutes” of the meetings. This first book of minutes is now on file in the Colorado State Museum.

On Apr. 30, 1868, in the first officer election of the infant association, Dr. John Parsons became president; Joseph Black, vice-president, and Robert S. Wilson, secretary.

In a meeting of considerable importance, on Jan. 6, 1871, at the American House, a new constitution and by-laws were adopted, and the proceedings were published in the territorial papers. (It should be kept in mind that Colorado, the “Centennial State,” did not achieve statehood until 1876.) As the association had no permanent meeting place, sessions were held at the Planter House, Bailey's Corral, the hall under the American House, rooms in the state library, the city hall, the house of representatives or any other place that could be obtained. Later meetings were held at either the Albany, now rebuilt in the fashion of the most modern of hostleries, or the Windsor Hotel, which from time to time gets a scrubbing up as one or another of Denver's businessmen decides to restore this old landmark. By January, 1884, many of the members saw the need for permanent headquarters, so rooms 1 and 2 of the Clifford Block were procured. Until June, 1924, all annual meetings were held in Denver in December or January. In that year the association voted to hold a midsummer meeting at Gunnison, at the invitation of the

Gunnison County Stock Growers Association, which was organized in 1885. The arrangements were made with the understanding that the stockmen and city officials of the host city would provide camp grounds, water, fuel, mess wagon and cook for the accommodation of the guests.

### How It Grew

It is of interest to take note that in the first year of the young Colorado association's existence, between 30 and 40 brands were recorded for members (today's list would run into the thousands). And, incidentally, membership in the association involved the following obligations, in addition to payment of dues and special assessments: (1) Reporting to the secretary one's brands and the usual range for the cattle, and also any estrays which one might “see, find or be informed of”; (2) dismissing any employee found “mavericking,” reporting the same to the secretary and promising not to employ again one so discharged; (3) notifying the executive committee of any person known to be stealing or killing stock or committing other depredations.

A gradual but constant unfolding and developing process has continued from those first years to the present, such changes being dictated always by the exigencies by the times. The Colorado

**THE PRODUCER HAS ALWAYS CARRIED, AS MATTERS OF GENERAL membership interest, stories of the activities and meetings of state and local associations—without, however, endeavoring to collect and publish any extensive background material on what makes those associations tick, so to speak.**

**In this issue, for the first time, such information is being made available for our readers—that they may know something of the functions, the aims, the problems of these component parts of the national organizational set-up and, in turn, of the smaller groups affiliated with them.**

**The Colorado association provides the opening article in this series. This comes about by expediency, since the headquarters of the organization is housed just a floor below the PRODUCER and National association offices in Denver's Cooper Building; but also it seems only appropriate because Colorado is one of the very oldest (if not the oldest) of all the state associations. Similar stories featuring the other western state groups will follow in forthcoming issues.**

**It is hoped that in each case these stories will include “snapshot” word pictures (as well as camera shots, whenever possible) of some of the men who make up and lead the association in the paths laid out by the founders, or since indicated by those national and world events which affect the livestock industry.**

association, according to Dr. B. F. Davis, the secretary of the group, pioneered in orderly marketing. This was effected by making available near the end of each week all information on car orders and estimated supply at the Denver Monday market. In all cases where commission men cooperated in telling patrons the state of receipts, "it worked," says the doctor, and is being continued on an even more efficient basis today.

The passing of the years has seen a natural growing and broadening of the interests, the activities and the membership of the association. It now has 48 local affiliates which pay directly to it, in amounts based on the size of their respective memberships. There are nominally 12,000 members, affiliated through local associations and otherwise, but who pay dues indirectly.

Of the present-day functions of the Stock Growers and Feeders, Secretary Davis says: "Ours is not a perfect association, but it is solid and active in the interests of the Colorado stockmen. It also cooperates wholeheartedly with the American National"—a fact to which the people of the National can attest.

### Current Operation

It is worthy of note that one of the state members took the trouble recently to write that he, like many others, felt in sending in his dues that every bit of support was needed to keep the association strong enough to offset the ruinous efforts of bureaucratic federal management to bamboozle supposedly clear-thinking persons even within the industry.

One of the biggest problems worrying a large number of the stockmen in Colorado as well as in other western states today is the matter of Forest Service grazing (on the Western Slope particularly). The controversially viewed administration of the forest grazing lands remains foremost among the trouble spots in spite of recent congressional hearings and endeavors to iron out the difficulties.

Other top cow subjects in Colorado at this time are Bang's disease and the outside chance (nonetheless necessary to guard against) of invasion of foot-and-mouth disease from Mexico. On the former topic the association takes the stand that there is too much uncertainty in present proposed programs to warrant going all out for them.

The caliber of the Colorado officers, past and present, is of a high order. A former president (in 1939) is A. A. Smith of Sterling, who in January of this year was elevated to the presidency of the American National at Boise, Ida. Other presidents of the state association who have been prominent in the industry are: Field Bohart, Thomas McQuaid, A. A. Curtis, L. A. Edmundson, Chas. W. Lilley, Howard K. Linger, Albert V. Berg, Charles P. Murphy, Frank Fehling, Neil Andrews and A. Elmer Headlee, the incumbent president. Of these men, Charles P. Murphy, Howard K. Linger and Frank Fehling are on the 1948 executive committee of the Amer-

ican National, while Field Bohart, Jr., follows in his father's footsteps by being that family's representative on the list of committeemen.

SINCE LATE 1946 the head of the Colorado Stock Growers, A. Elmer Headlee has long had the interests of his adopted state and its livestock men at heart. He is a native of Polk County, Mo., which he left as a young boy in 1887. He finished his schooling in Colorado and first engaged in ranching and cattle raising in the San Luis Valley in 1893, and there he has continued to raise good Hereford beef cattle, as his letterhead proudly states, marketing generally in Denver.

Mr. Headlee added variety to his business operations by participating in politics. In 1920 he was elected to the state house of representatives and served three two-year terms. In 1926 he was sent to the Colorado state senate, where he served until 1937, at which time he refused further nomination. In both these posts Mr. Headlee was known as an active and conscientious public servant. He has now returned to his ranching properties and proudly calls attention to the fact that his and Mrs. Headlee's three sons are also in the cattle ranching business.

Secretary Davis is a graduate veterinary doctor and a one-time federal field and packinghouse veterinarian. He spent a good deal of time in Wyoming as a young man, serving there for 12 years as state veterinarian and later as a livestock contractor on a large scale during World War I. He was also, for a short time in 1923, secretary of the Wyoming Stock Growers Association. He has been in his present position since later that same year.

A top job with the secretary of any state association is the promoting of state legislation favorable to the livestock interests which contribute such important assets to the industrial and natural-resource development of the state. Too, because he is a veterinarian, Dr. Davis is in a peculiarly advantageous position to understand and in turn educate others about the many phases of the industry. Recently, for example, he has been called upon often to talk on the foot-and-mouth question, doing so on the radio, in classrooms and elsewhere. For a few years he also edited a magazine published by the association under the title "Cow Business." At present the organization prints a column in the Westerner, which serves as semi-official house organ for the group.

Having brought the Coloradans thus to date, it is apropos that closing mention be made of their 81st convention, scheduled to be held June 24-26 at Boulder, a beautiful college town in the mountains some 35 miles from Denver. There, it seems reasonable to expect that the stockmen who followed those first hardy pioneers of the 60's in writing a segment of the history of a fine western state will keep their boots pointed undeviatingly in the direction of the common good.

## What's Ahead

(From a talk by Col. F. W. ImMasche, Assistant Director, Livestock Branch, Production and Marketing Administration, at American National convention in Boise, Ida.)

A lot has happened in the cattle business during the past six years. When I was out here with the Department of Agriculture in 1941, expense budgets on typical sheep outfits averaged \$4 to \$5 a year per head, and on cattle ranches costs were \$10 to \$15 per head run. Now sheep budgets are more like what cattle budgets were then—and you know from first-hand experience the cost of running a cattle ranch under present conditions.



Col. ImMasche

### Demand for Meat

High demand for meat is expected to continue. Consumer incomes last year, after payment of taxes, reached the record level of 173 billion dollars. Expenditures for meat at retail were equivalent to 11 billion dollars. Except when price controls on meat were in effect, the American people have normally spent from 5 per cent to 6 per cent of their incomes for meat. The proportion spent last year was a little larger than usual. More families were out of the low income brackets than in pre-war years, and thus more of the population had the money to buy food items most desired, like meat. Also, other goods, especially durable items, were scarce, and people were willing to use more of their funds to buy meat.

During the prosperous years of the late 1920's, consumer incomes, after payment of taxes, averaged approximately \$650 a year per person. Expenditures for meat averaged \$36. Last year, consumer incomes were more than \$1,200, and expenditures for meat were \$78; each was approximately double what it was in the 1920's.

There is another point in the demand for meat which is of special interest to cattlemen: Not only do families with higher incomes buy larger quantities of meat per person but, as their incomes increase, a larger proportion of their meat purchases is beef.

### Smaller Meat Supplies in Prospect

Our meat output in 1948 is expected to be about 2 billion pounds less than last year. This decrease of about 10 per cent

AMERICAN CATTLE PRODUCER





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Because of the large reduction in cat-  
tle numbers last year and the reduced  
supplies of feed grain available, fewer  
cattle will be sold for slaughter in 1948.  
The goal for combined slaughter of cat-  
tle and calves is 32,000,000. If the decline  
in cattle numbers were to be stopped this  
year, total slaughter would need to be  
reduced to about 30,000,000, or about  
6,000,000 fewer than were slaughtered  
last year. With the demand for meat as  
great as it is, such a withholding of cat-  
tle from slaughter is not anticipated. A  
further reduction in cattle numbers is  
expected during 1948, and by the end of  
the year the total probably will be down  
to around 74,000,000 head. Even after  
the low point in cattle numbers is  
reached, the holding back of cows and  
heifers to expand breeding herds will re-  
duce slaughter supplies for at least two  
or three more years. Further reduction  
in our supply of beef, therefore, is in  
prospect through 1952 or 1953.

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will result because of smaller numbers of livestock on hand and less grain for putting on finish. The reduction in meat output will bring the per capita total down to less than 145 pounds, or about 10 pounds less than last year. The present high level of business is expected by most analysts to continue during the first half of 1948 with some possibility of a slight decline during the last half of the year. In the latter period production of some items now in short supply will begin to catch up with demand. Since consumer incomes are expected to continue at high levels, supply and demand are setting the stage for prices of meat and livestock to average as high this year as in 1947, or even higher.

Further reductions in the amount of meat produced in this country during the next few years are in prospect. Slaughter of 36,000,000 cattle and calves last year indicates that cattle numbers now probably total less than 77,000,000 head. This is about 4,500,000 fewer than a year ago. Three years ago cattle numbers were at a peak of over 85,000,000. During each of the past three years our combined slaughter and death losses of cattle and calves exceeded the calf crops and cattle imports. Periods of declining cattle numbers in the past usually were associated with unfavorable prices, adverse economic conditions, drouth or overtaxing of grazing resources. In this period, however, the reverse is true. Marketings of cattle have increased, largely because of high prices and the uncertainty as to how long these prices will continue. Grazing and forage resources have been ample, and the industry financially is in a healthy condition.

Because of the large reduction in cattle numbers last year and the reduced supplies of feed grain available, fewer cattle will be sold for slaughter in 1948. The goal for combined slaughter of cattle and calves is 32,000,000. If the decline in cattle numbers were to be stopped this year, total slaughter would need to be reduced to about 30,000,000, or about 6,000,000 fewer than were slaughtered last year. With the demand for meat as great as it is, such a withholding of cattle from slaughter is not anticipated. A further reduction in cattle numbers is expected during 1948, and by the end of the year the total probably will be down to around 74,000,000 head. Even after the low point in cattle numbers is reached, the holding back of cows and heifers to expand breeding herds will reduce slaughter supplies for at least two or three more years. Further reduction in our supply of beef, therefore, is in prospect through 1952 or 1953.

### Sheep Numbers Down

We cannot count upon the sheep industry for any marked increase in our meat supply. The number of stock sheep in the country is the smallest in more than 80 years. From the peak of 50,000,000 head reached in 1942, numbers have been reduced to about 31,000,000 head at the beginning of this year. More favorable returns from other classes of livestock,

the difficulty of obtaining necessary labor for handling sheep, apprehension regarding competition from foreign wool and the incentive that high prices give to liquidation have contributed to the decline. Sheep numbers probably will begin to increase gradually within a year or two but the total increase during the next few years is likely to be moderate.

### Good Corn Crops Required for Increase in Hog Production

Our first and quickest increase of meat production will likely come from hogs. The supply and price of corn are the principal factors influencing hog produc-

tion. Reflecting the short corn crop in 1947 and the relatively high prices for feed grain, the December pig crop report indicated that producers intend to have about 11 per cent fewer sows farrow pigs this spring than a year earlier. This means smaller supplies of pork in prospect well into 1949. It usually requires two or more years of good corn crops to get a large increase in hog production. Since a substantial increase in pork supplies will not begin to appear on the market until about 12 months after more sows are bred, we are at least 22 months

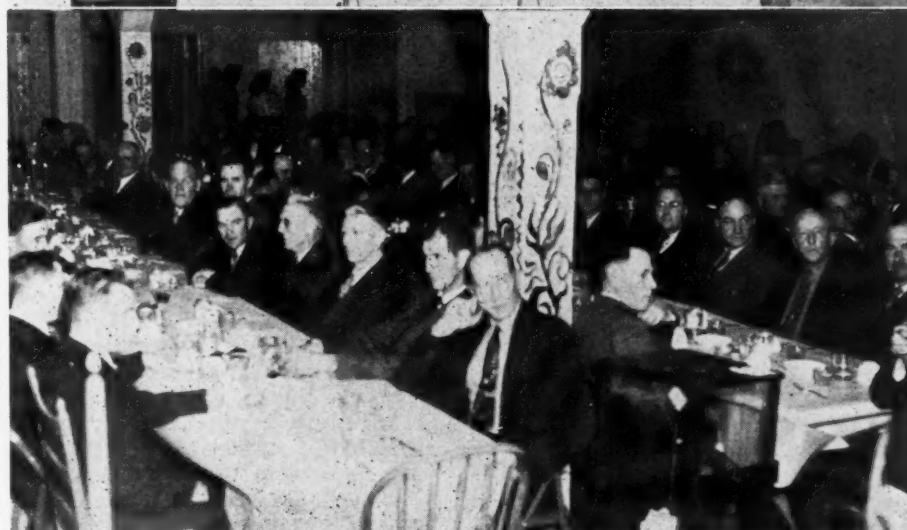
(Continued on Page 34)

## GRASS ROOTS ORGANIZATION

**HERE'S THE WAY THEY DO IT:** Take particular note of the groups pictured below—Kittitas County, Wash., cattlemen in convention—for they have been doing an outstanding job in organizing stockmen and at last report had sold around 200 memberships in county and state associations since the first of January.

Alan Rogers, president of the Washington Cattlemen's Association, tells how it's done:

1. They divide the county into various districts depending largely on geography.
2. They assign two men to contact all the cattlemen in their district.
3. They have a meeting every week of the membership committee to report on results and discuss the man who has been hard to sell.
4. The membership committee chairman goes out with the district committee when they want him to help crack the tough nuts.
5. Men who are willing to work are picked for the committee and sold on the vital necessity to all of us of a strong livestock organization.



The two pictures shown above were taken at the recent Kittitas County (Washington) Cattlemen's Association annual banquet in Ellensburg, Feb. 4. At the top, left to right: Warren Davis, new president of the organization; Lawrence Gahlen, president, Ellensburg Chamber of Commerce; Fred Martin, Olympia, director of agriculture; Joe McManamy, outgoing Kittitas president; Jack Sole, local banker and toastmaster for the evening; L. R. Rightmire, stockman-banker of Yakima; Walter Schrock, Okanogan, member of the American National's executive and transportation committees, and Alan Rogers, Ellensburg, president of the Washington Cattlemen's Association and a vice-president of the National. The lower view gives a glimpse of some of the more than 275 people who attended the banquet.

March, 1948



FROM THE FAR WEST

## A Feeder Speaks

BY BYRON VANCE, PRESIDENT OF  
CENTRAL WASHINGTON  
STOCKMEN'S ASSOCIATION

I HAVE WONDERED SOMETIMES what there is about livestock feeding that keeps one at it year after year, for I have noticed in our own community that those fellows who have gone into feeding seriously have continued on through good times and bad. Certainly there is no more hazardous phase of our farming operations than that of finishing livestock for market. The strictly feeder operator usually finds himself the victim of a squeeze play with the range producer on one side, the packer buyer on the other and the grain farmer coming up to tackle him from the rear.

Perhaps it is the attraction of playing against heavy odds that keeps us at it. Certainly there is no glamor such as is attached to the range man.

Years ago when I first started feeding, it was possible to go out in the hills and do a little dickering with a spread operator. You could take out your jack-knife, whittle a little, talk about everything but the price of cattle for awhile and when you finally got around to dealing you might be able to out-jockey him and save a little on your purchase price; but that doesn't happen today. When you drive into a cattleman's yard today, more than likely he has just landed in his plane from looking over his holdings, he's had his short-wave radio on and heard that the corn estimate is down, that cattle hits 35 cents in Chicago—and when you mention feeders to him he's about two jumps ahead of you, and the squeeze is on.

More than likely he'll be able to convince us that cattle are scarce, that there are not going to be as many cattle fed, that the buying power is up and that we can't help but make money if we buy his cattle, so we find ourselves the owners of some of the highest priced cattle we've ever put in the feedlot.

We've no more than gotten the cattle in the feedlot when the grain man moves in to throw a scissors on us.

We used to go out about harvest time and contact the grain farmer on our needs. He most likely would tell us that he was short some space and might consider selling some grain at harvest time. He would then go in the house to ask his wife's opinion, and as soon as he got out of sight he would look at his bank balance, figure that it might be well to have a little money to start harvest on, come back out and you usually had some grain to start your feeders on; but what happens today? You drive out to his place; you look around his holdings; you see big elevators; maybe he lives in town and you've got to do a little hunting to find him; and when you mention grain to him, you've really run up against a man who knows he's got a good thing. He's got lots of storage; wheat gains weight; the government is going to be in the market for his product; if he doesn't sell until after the first of the year maybe the Republicans will have the income tax rate reduced; he doesn't need the money; probably he's raised a beef on the cow he used to milk, so he doesn't anticipate a meat shortage so far as he is concerned. Now he's got you really in a spot: you've got high priced cattle in the lot; they've got to have feed, so you ask him, please, what he expects to get for his wheat when he gets ready to sell, and probably you'll have to deal his way.

Now you can kind of run things your own way for about 120 days. All you have to do is feed your high priced steers with high priced feed with high priced labor. There is one pleasure in this operation here that no one can take away, and that is the satisfaction of seeing thin cattle changed into fat, sleek animals ready for market, and a real

feeder takes pride in doing it.

This brings us down to the last and final chapter of the feeding game. The packing plant is the goal of our fat cattle; and though we may be able to stall for a short period of time, eventually we take what the packer buyer is willing to pay.

In about four months we have tried to get something besides the fertilizer as interest on our money, or maybe I should say the banker's money. A feeder must of all things be an optimist, he must love his work and be able to take it with a smile if the squeeze play gets him.

### FEEDING IN 1948

Now to get down to more practical things. What are the feeders doing this year? In our locality most of the boys are buying rather cautiously; banks are a little apprehensive over the situation, and I think fewer cattle will be found in private feedlots.

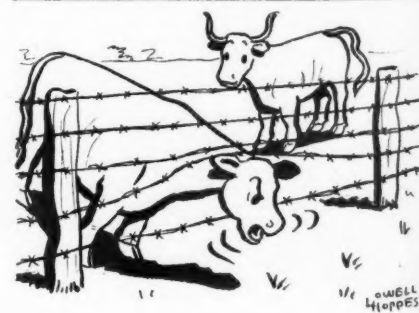
In order to protect their meat commitments, quite a number of packers are feeding cattle this year in sizable numbers. Whether this is a good thing for the private operator is open to question, yet one can hardly condemn the packer for taking some measure to protect his own interest. The consuming public, once it has been educated to better quality meat, is going to ask for fed beef as long as it stays within the reach of their pocketbooks.

I find two lines of thinking among the feeders about the prospects for this year. There is one group who believe that shortages of grain and probably fed cattle will lead to considerably higher prices in the spring. The feeder who puts in cattle at present prices and feed at current figures must of necessity get a sizable spread to cover his costs.

Then there are those who believe that the public will cut down purchases considerably if the present price is upped to any extent.

There are three main divisions of the feeding game: (1) purchasing or raising of feeders; (2) the actual feeding; (3) the selling.

If yours is a producer-feeder set-up, I think at the present time you are in an extremely favorable position, for the purchase of feeders is one of the really tough jobs. If you buy your feeders there are two things to watch for:



"HOW COME THE GRASS THAT'S GREENER IS ALWAYS HARDER TO GET?"

AMERICAN CATTLE PRODUCER



price and quality. There may be some set-ups that can handle off-grade cattle to an advantage, but as a general rule I have found that the best grade cattle are by far the cheapest to feed. Mr. Singleton of the Prosser experiment station told me that their experience with common cattle as against a good grade of feeder has been that they must have about 1 1/4 cents more spread. Cattle out of sprayed herds will be worth more money to you, both as to better gains and also by saving on fencing. One thing I think feeders should be working on is bringing the feeder of cattle and the producer closer together. Some of the cattle we get in our lots have been shunted from one sales yard to another until they are worn out and take from two to three weeks to get started—not to mention the added cost of so many handlings. The shorter the distance between the range and the feedlot, the better.

**IN OUR OWN** feeding, we expect to feed equal proportions of wheat, barley, peas and dry beet pulp. There is no such thing as cheap feed this year, and availability will govern mainly what feeds are used. I read in the American Cattle Producer that feeders throughout the country were setting their feed costs per day, per steer at \$1. With feed costs going up almost daily, I expect that figure will have to be revised upward. Even at \$1, cost of pound gain will run 40 cents or better. At 40 cents per pound gain a spread of 5 cents at least will be necessary to break even.

Potatoes have been fed with good results in one area, but only the larger operators can be assured of a supply as it has been necessary to take the entire cull output of the potato handlers to get any. The early potato season is over, and late potatoes move to market unevenly, so most of cull feeders are now back on grain feed.

#### NEW STUDY GROUP

The Washington Cattlemen's Association has a new marketing committee this year. Perhaps out of its research we will find some profitable changes in selling. At the present time each individual is his own marketing service. The larger percentage of our privately fed cattle are sold locally and to packer representatives, leaving very few cattle that are shipped to terminal markets. Quite a little criticism has been aimed at the packer feeder because it is felt that these cattle have been used as a leverage to hold their bidding prices below the average. It is certain that any break in prices would see the packer emptying his own feedlots before he would be in the market for outside cattle. There has been some tendency among our feeders to sell their cattle by rail grade. If you have confidence in your buyer, perhaps this is the fairest way to sell. During the war, and since, there has been no particular marketing problem and it would be expecting too much to have this condition continue indefinitely, so I think

it appropriate that some thought be given to marketing problems.

As an over-all picture, feeding has increased quite rapidly in later years. When I came to the valley in '19 following the first World War, scarcely any feeding was being done. Some packers like Frye and Company were feeding some older cattle on mostly a hay ration. With the coming of the beet by-products in 1936, cattle feeding was given quite an impetus. Beet company officials were aware that in other, older beet areas only a livestock feeding program could assure a stable production; and so they pushed the feeding program, even feeding some themselves. Each year has seen some increase until last year, as near as we were able to figure, there were about 60,000 cattle fed.

Increases in population and industrial and agricultural expansions will call for still further feeding activities, and so far as demand is concerned it would seem we are in a very favorable position in the Pacific Northwest. It is certain that on a farm where feeding is practical we are building up a heritage of better soil; and if and when prices become more nearly normal, quality and quantity of production may become factors in our economy again; and the man who has maintained his fertility with a balanced livestock program will be fortunate.

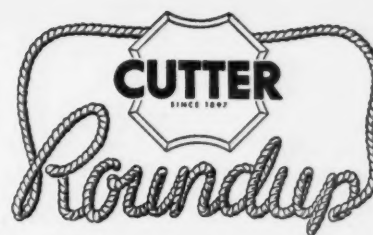
#### TOO MUCH OR TOO LITTLE?

With the world clamoring for food, with politicians asking us to curtail our own food consumption, it would seem that the American food producer is in a very favorable position at the present time, but there is sometimes a hidden danger for the future in our present prosperity. With butter at a dollar a pound, the housewife will buy more oleomargarine, and at some future date the dairyman may find himself fighting for a place on the menu. Young couples who are buying a home, trying to raise a family and feed them on \$1 butter and \$1 steaks are finding it tough going, and I believe it is of vital concern to each of us insofar as we are able to stop the upward spiral of prices. Certainly no one would want to see a disastrous bust such as followed World War I.

If I were as sure that prices were going to continue to rise as some of my feeder neighbors, I would put in all the cattle my banker would loan me money to buy.

If I were as sure that prices were at the peak and that consumer pressure would force prices down as some others of my feeder neighbors, I would leave my lots empty and go fishing.

Perhaps what might be the wisest thing to do with the limited knowledge allotted us humans is to buy moderately, getting the best quality we can for our money, feed the feeds we can most easily secure, put a good, well-finished product on the market and trust that the market will keep our operations on the black side of the ledger.



You've heard the old saw about "Nobody loves an insurance peddler but the widow of the deceased." If true, maybe this month's column will cost me my popularity (?) 'cause I'm going to talk dollars-and-sense now about disease insurance—and anthrax. Here goes...

Last summer a herd of 485 cattle was suddenly struck by anthrax. And no wonder—through forgetfulness or something, they hadn't been vaccinated, yet they were pastured on known anthrax badlands! Here's what happened to that herd:

**Four days** after the outbreak began, 30 animals were dead. At least 50% of the herd had anthrax.

**On the 4th day**, Cutter was called in and treatment started. (I'll tell you about it in a minute.)

**Losses stopped** five days after treatment was begun—but still 41 animals died in all.

**41 animals lost**—worth, at this year's average market, about \$300 each. Add to that, \$1500-\$2000 for treatment and control measures. Altogether, I'd say the owner took a total loss of about \$14,000.

Fourteen thousand bucks—when for only \$60.62 that stockman could have immunized all his herd with Cutter Charbonol. For just six sawbucks and some chicken feed—he could have insured his cattle against anthrax—could have gone ahead and pastured them on those badlands.

Now about the treatment: Actually the recovery rate in this outbreak was remarkably high—probably due to the use of penicillin in combination with Cutter's anti-anthrax serum. Treatment was different for sick and well animals. Those not showing signs of anthrax received 100 cc. anti-anthrax serum and a 2 cc. dose of No. 4 anthrax spore vaccine. Sick animals were given 300 cc. anti-anthrax serum *plus* 600,000 units of water-soluble Penivet (Cutter's veterinary penicillin) in 2 doses, 3 hours apart. So it looks like penicillin saved the day again.

Don't forget, right now is the time to take out pre-seasonal anthrax insurance by vaccinating with Charbonol. See you next column—

*Jim*

**CUTTER LABORATORIES**  
Berkeley 1, California

March, 1948

## Second Mississippi Cowmen's Convention

**A**BOUT 500 SOUTHERN CATTLEMEN attended the second annual convention, Jan. 15-16, of the Mississippi Cattlemen's Association at Jackson. While in session they listened to an impressive list of speakers who discussed current topics and stressed the importance of the livestock industry in their state. Among these were the addresses of Ransom E. Aldrich, Mississippi City, president of the Mississippi Farm Bureau; K. G. Baker of the Black Belt Experiment Station, Marion Junction, Ala.; Dr. Fred T. Mitchell, president of Mississippi State College; C. A. Burmeister, government agricultural economist, Washington; R. D. Gage, Port Gibson, of the Mississippi Bankers Association; W. A. Montgomery, vice-president of the Bank of Edwards. Dr. T. K. Jones, inspector in charge, BAI, and Dr. H. C. Simmons, state veterinarian, headed a discussion on brucellosis. Other talks were made by A. L. Ward, director of the educational service, National Cottonseed Product Association, Dallas, Tex.; M. P. Moore of Senatobia; Percy F. Simpson, Flora; B. B. Wiggins, Jackson; Guy A. McDonald, public relations department of the National Livestock and Meat Board, Chicago.

The election of officers resulted in the renaming of Charles S. Whittington of Greenwood as president and F. D. Barlow of Hermanville as first vice-president. Another vice-president is E. C. Simmons, Hattiesburg, and Paul F. Newell continues in office as secretary-treasurer. Second vice-presidents are Percy Simpson, Harold Council, Fred Taylor, Walter Swoope, C. D. Maddox and M. P. Clark.

At the banquet Dr. Milton P. Jarnigan of the Georgia College of Agriculture was the chief speaker, with Larry B. Pryor of Greenville serving as toastmaster.

Resolutions requested appropriations for various livestock shows during the next biennium; endorsed the animal industries building program at the state college; urged construction of an adequate livestock colosseum and other facilities in connection with state fair ground properties; asked for calfhood vaccination against brucellosis; desired legislative authority for the

The left-hand group is the Jordan Valley (Oregon) delegation to the January American National convention at Boise—reportedly the largest delegation from any one place. At the right: Max Cohn of Arimo, Ida., and Robert Lister, Paulina, Ore., get a laugh out of some convention tidbit.

state's livestock sanitary board, recommended cooperation between all livestock groups and agencies and suggested an educational program relating to the control of livestock diseases. Concerning marketing, the Mississippians asked that strategically located area markets be established in the state, recommended a weights-and-measure and bond law at auctions, that operators of livestock auction sales be licensed annually and carry insurance on cattle in the yards, that awards be set up for apprehension of livestock thieves, that proof of title be required on cattle being moved on the highways at night, that sanitation at markets be improved. Other proposals had to do with pasture methods and regulation, with a suggested bi-annual subsidy appropriation for Mississippi students in out-of-state veterinary colleges and endorsed the work of the Livestock and Meat Board, Chicago.

## Association Notes

In a recently held meeting of the Gilpin-Jefferson (Colorado) Live Stock Association at Golden, R. A. Crowell was elected president, succeeding Leavitt Booth of Arvada; Kenneth Green, vice-president, and George White, secretary-treasurer. Address of all of the new officers is Golden, Colo.

Speakers at the meeting included Dr. B. F. Davis, secretary of the Colorado Stock Growers and Feeders; Rad Hall of the American National, and Andrew Hutton, Roosevelt forest supervisor. Others who took part in discussions of various problems were: Howard Lee, Arapahoe National Forest; Stanley Stolte, extension service; Clayton Weaver and C. S. Johns, both of Boulder; Sheriff Geo. Koch, and Ernest Ramstetter of the fair board.

Wool growers meeting in Salt Lake City a month ago passed resolutions opposing meat controls, rapping propaganda by federal agencies "for popularizing or extending operations"; deplored the "subtle undermining of our tariff policy" and asked Congress to recapture its authority over tariffs. This was the 83rd annual

convention of the National Wool Growers Association. A resolution on public lands asked the Bureau of Land Management to expedite transactions involving lease, sale or transfer of federal grazing lands after G. N. Winder of Craig, Colo., a past president, said the country has been "deluged" by federal publicity opposing transfer of public grazing lands to private ownership.

Sylvan J. Pauly was re-elected president; R. C. Rich, C. B. Wardlaw, T. J. Drumheller and G. N. Winder, honorary presidents; T. C. Bacon, H. J. Devereaux, Ray W. Willoughby, John A. Reed and Howard Vaughn, vice-presidents; J. M. Jones, secretary-treasurer, and E. E. Marsh, assistant secretary.

The Coastal Cattle Association (Texas) has re-elected Clyde Dishman of Beaumont to the presidency. Vice-presidents are W. P. H. McFaddin and George Bauer; secretary, Joe F. Combs; treasurer, Oscar Gallier.

## WALTON LEAGUE ENDORSES BARRETT BILL

At Torrington, Wyo., the Izaak Walton League has adopted a resolution endorsing HR-1330 with an amendment to the effect that the east boundary of the Teton National Park be the west bank of the Snake River instead of a line 50 feet east of the east bank of the river; also that there be no further commercial development within the area covered by the bill. The 80th Congress was asked to support this Barrett bill as "a fair adjustment to the people of Jackson Hole and the state of Wyoming."

## SPEAK AT PACKER CONVENTION

Two men representing the livestock industry were on the program of the convention of the Western States Meat Packers Association in mid-February in San Francisco. They were F. E. Mollin, executive secretary of the American National Live Stock Association, Denver, and Norman Winder, Craig, Colo., immediate past president of the National Wool Growers Association. Mollin spoke on the Mexican foot-and-mouth disease situation and Winder on the proposed educational program for lamb. Manager of the packer organization is E. F. Forbes of San Francisco.



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## Developments in the

# Income Tax

By Stephen H. Hart, Equitable Bldg., Denver, Colo., Attorney for the National Live Stock Tax Committee

AS THE 15TH OF MARCH approaches and farmers and ranchers turn from the pleasant job of making money to the unpleasant duty of accounting for it to Uncle Sam, a brief review of some recent developments in income taxes on livestock raisers is appropriate.

The best advice to any taxpayer at this time is, of course, to get competent advice and assistance in the preparation of his return and to disclose the facts. If the return contains no misrepresentations or concealment of facts, the taxpayer may whittle down his tax as far as it will go by using the various options and twists of the law and favorable interpretations available. An honest and intelligent return can avoid penalties and save money.

Certain special rules apply to livestock raisers; they have certain privileges and burdens. The following is a brief summary of some of these. It is not intended as an exhaustive treatise but merely as an indication of some of the special points affecting livestock raisers, both commercial and purebred.

The farmer and rancher, like other taxpayers, has an option to file his return either on a cash or an accrual basis. Once such option has been exercised by filing the return on one basis or the other, it cannot be changed without the permission of the commissioner of internal revenue. The cash basis for farmers and ranchers is interpreted more liberally and permits more flexibility than is the case with other business men. The farmer on a cash basis can charge to expense and deduct as a cost of raising livestock the feed and labor which go to increase their value, whereas other business men would be required to capitalize such expenses and set them off against the sales price when the assets were sold. The farmer on a cash basis can deduct the cost of grain, fertilizer and other supplies purchased and paid for during the year, even though they are not used until a later year. Other business men would be required to include such supplies in the closing inventory. Even a farmer or rancher on a cash basis, however, cannot deduct as an expense the cost of livestock purchased. Such purchase price must be held in a capital account and deducted from the sales price when the animals are sold.

A livestock raiser on an inventory basis may elect one of several methods of valuing inventories. Theoretically he may inventory at "cost" or at "cost or market, whichever is lower." Theoretically also a livestock raiser can capitalize his animals at cost and deduct after maturity a reasonable reserve for depreciation. These standard methods, how-

ever, are inappropriate and difficult to apply in the case of most livestock operators, particularly with raised animals whose cost is almost impossible to ascertain. Accordingly the commissioner of Internal Revenue permits livestock raisers two other alternatives which are widely used. The "farm price" method permits a rancher to value his inventory at market price, less cost of transportation and selling. An inventory valued on this method would naturally fluctuate with the rise and fall of the market.

### Unit Price Inventorying

Ever since the income tax law was first adopted, moreover, many ranchers have valued their animals at a fixed constant price per head, with calves say, \$15, heifers \$30 and cows \$45. Although such method was generally accepted by the revenue agent, it was not strictly permissible under the law, regulations and decisions. A livestock operator so inventorying his herd was at the mercy of the government, and in good times it was not unusual for an examining revenue agent to raise values to market when prices were high, thus subjecting the taxpayer to substantial deficiencies. Through the efforts of the National Live Stock Tax Committee, however, the regulations were amended in 1944 by T. D. 5423 so as to permit this method of inventorying, now called "the unit livestock price" method and to protect all farmers and ranchers who had used such method consistently in prior years.

Formerly it was customary also to charge to expense and deduct amounts expended in the development of farms and ranches, such as, for instance, the cost of clearing brush, trees and stumps, the leveling and conditioning of land, the cost of and the planting of trees, drilling and equipping of wells; building irrigation canals and ditches, laying irrigation pipes, installation of drain tile or ditches to prevent erosion; straightening of creek beds to correct erosion; earthen, masonry or concrete tanks, reservoirs, dams, or ditches; building of roads; and the cost of physical equipment having a life in excess of one year.

In 1946 the commissioner issued a ruling, Mim. 6030, specifying that such

preparatory expenditures might be deducted, where taxpayers in their returns for taxable years beginning prior to July 1, 1946, treated them as ordinary expenses and deducted them. As to the future, however, and as to taxpayers who elected in their returns not to deduct such items the commissioner ruled that they must be capitalized. The return for 1947 will be the first return for most taxpayers under the new ruling, and as it stands such development expenditures are no longer deductible.

This ruling would indicate that the revenue agents may be more strict for 1947 and future years in permitting the deduction of expenditures the beneficial effect of which lasts for more than one year. Theoretically such expenditures should be capitalized and depreciated over their life. Another ruling (IT 3843) provided that where a farmer put lime on his land to condition it, and the effect of this lime would last for more than one year, the cost should be capitalized and depreciated over its effective period. This indicates the possibility of a narrow and utterly impractical attitude by the commissioner with respect to ranch and farm expenses. Such a ruling may be theoretically sound, but it is practically unworkable and should be modified so as to permit the deduction of normal annual recurring expenditures of the farmers and ranchers, which go to maintaining their property and the productivity of the soil. The National Live Stock Tax Committee is working on this and has proposed that Congress and the bureau amend the code and regulations so as to permit the deduction of such annual recurring expenses.

### Capital Gain Provision

One of the problems most difficult to apply on a livestock raiser's return is the problem of capital gain on sales of breeding livestock. Under the current ruling IT 3712 and IT 3666, a livestock raiser's breeding herd is considered as if it were his factory, a capital asset, and the product of the breeding herd is treated as merchandise for sale. If a livestock raiser sells his produce in accordance with his ordinary and usual practice, the income is taxable in full. If, however,

he sells or reduces his breeding herd or sells animals held by him for breeding, such sales are considered sales of capital assets, and if the animals are held by him more than six months, one-half of (TO PAGE 24)

Executive Secretary F. E. Mollin, Retiring President William B. Wright and Honorary Vice-President Albert K. Mitchell join in a discussion of industry objectives for broadcasting purposes in Boise.



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T. L. BOTHWELL, General Freight Traffic Manager  
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rch, 1948

(From Page 20)

the profits are taxable, and a tax ceiling of 25 per cent applies. The problem in each case is to determine which animals are subject to capital gain and which to ordinary income. IT 3712 establishes a presumption which the livestock raiser can rely on if he wishes.

"If the number of animals sold from the breeding herd during a taxable year exceeds the number of raised animals added to the breeding herd during the same year, it will be presumed that the excess number sold consisted of animals held for breeding purposes, the gain or loss from which (if held for more than six months) is subject to the provisions of section 117(j) of the Code." [i.e. subject to capital gain.]

"Such sales effect a reduction in the livestock raiser's breeding herd. For the purpose of the foregoing test, livestock purchased for the herd to improve its quality or change its breeding shall not be considered as replacing animals sold. However, the livestock raiser who normally sells all of his cattle's offspring and maintains his breeding herd through purchases shall be considered, for the purposes of the foregoing test, as maintaining his herd with animals raised by him. If animals which were held for breeding purposes and were sold can not be identified, it will be presumed that the resulting number of the highest-priced animals sold were breeding animals and the balance 'culls.' If the num-

ber of raised animals added to the herd is greater than the number of such animals found unfit for breeding purposes and sold during the year, none of the animals sold will be considered capital assets subject to the provisions of section 117(j) of the Code."

The foregoing is just a prima facie test and is not conclusive. It is to be applied only when the livestock raiser has no better way of determining the question. If the livestock raiser can identify the animals and can demonstrate that certain ones were held for breeding purposes and others were held for sale, the profits on the former will be treated as capital gain and those on the latter as ordinary profits.

This capital gain question is very much up in the air. The National Live Stock Tax Committee has asked Congress to clarify it and to give ranchers and farmers the benefit of a clear and settled law. As the matter stands, however, it is governed by rulings instead of by a statute; it is somewhat uncertain. The question in each case depends upon the individual facts, and a man's tax depends upon what he can prove.

The foregoing discussion is not intended to lay down the law authoritatively; it is merely intended to give the farmer and rancher an indication of some of the problems which may be involved in their tax returns. The sound admonition is that each taxpayer should keep accurate records and secure the assistance of a good tax adviser.

## The Feeder's Predicament

(From an American National convention address at Boise by Guy Scudder, Sumner, Nebr.)

One of the things that puts the feeder on a hot spot is found in the choice cuts that are in demand, the cuts that sell. In the feed yards we don't have any cattle that don't have some tallow and some soup-bones and if there is no demand for those, I wonder what we are going to do with them.

Also, you men are producing the cattle that we are feeding. Then the government says, "We may put a price control over you." Then I want to know if the feeder isn't in a hot spot.



Mr. Scudder

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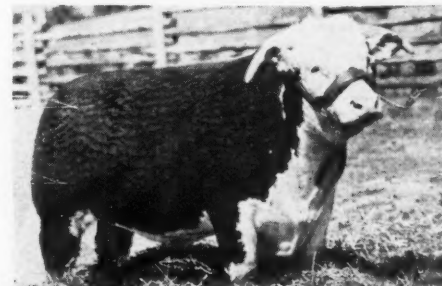
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From an economic standpoint, the feeder of livestock appears to be in a strong position, with labor employed at the highest wages in history, and with the prospect that labor will remain well employed for some time to come. . . . Sixty million people are now working—an increase of 15,000,000 over the 1939 rate of 45,000,000. . . .

Let us size up the demand for meat. Several contributing factors have brought about a smaller supply of meat in proportion to the increase in population. With an ever-increasing demand for meat since 1941 the feeders as well as the producers have hardly been able to keep up. For five years during the reign of OPA the feeder was subjected to every kind of controls, manipulations and regulations that government economists could possibly think of. We feeders were put through a squeeze so many times by these economists and government agencies that we have become shockproof. A lot of our feeders who tried to operate under the OPA flattened out, and others simply became disgusted and quit. For the most part these fellows who quit have not started again. . . .

What about the supply of meat ahead of us? It appears at this time that all kinds of livestock will be short of supply this coming summer and fall. Even the farmers' wives say they are not going to raise nearly so many chickens as last year. . . .

The government estimates 14 per cent less pigs to be farrowed this coming spring and we in the Corn Belt think this will run closer to 25 per cent. The government report at first was 15 per cent less feeder cattle going into the eight central Corn Belt states than last year. Livestock feeders fall into two classes. The first class is the farmer feeder, who raises most of the feed he feeds to his stock. In this class we find more of the in-and-outer. A big per cent of these cattle feeders do not have any cattle this winter on feed. A lot of these fellows are sitting back and selling their corn at \$2.50 per bushel. The other

class is the commercial people and I believe a larger percentage of the commercial yards are operating in proportion to the farmer people. However, it is a one-, two-, three-carload type that sells the receipts at the livestock markets. We may run into a report May 1 of around 25 per cent less cattle on feed than last year.

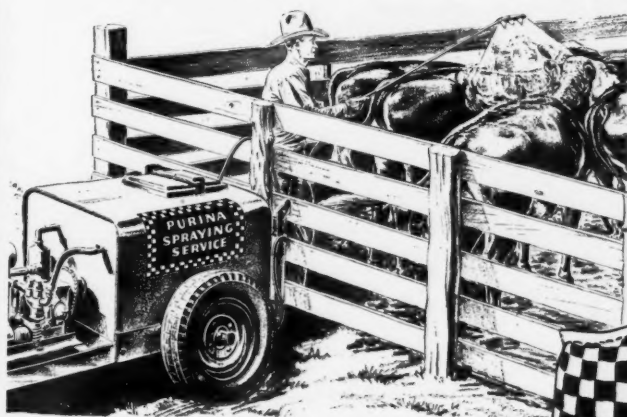
What about replacement cattle in the feed yards next spring? It may be a number of years before the Mexican quarantine can be lifted. The feeders of cattle are quite concerned when they get some of the feeder cattle from some of the southern states, such as Texas, New



Steers on feed in Illinois lot.

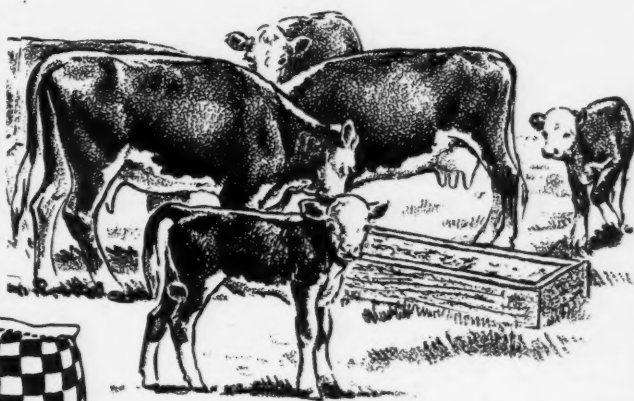
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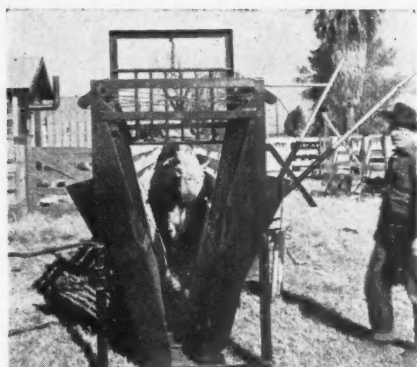
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Mexico and Arizona, ever keeping in mind at this time that there is a possibility of foot-and-mouth disease breaking out in some feed yard. . . . It appears that feeder cattle, both light and heavy, will be in very short supply this spring.

We sincerely hope that price controls can be avoided, as it will only curb production and make for many gray hairs both in Washington and at home. . . .

Cattle bought early last fall and fed barley at \$1.40 and \$1.75 per bushel and corn at \$2 per bushel have been selling off short-fed and show some profit. However, with cattle bought now at a higher price and fed \$2 barley and corn at \$2.50 and \$2.70 per bushel and fed for a 160-220 days, it is felt that if sold on the present market they are losing money.

Here is the relation of cattle prices to corn over a term of years. With corn at \$2.60 per bushel choice to prime cattle should be selling at Chicago at an average of \$40.82, whereas the average actual price at the end of 1947 was \$36.14. Good grade of cattle, \$36.24, was average, whereas the actual average in 1947 was \$30.22. Thus it can readily be seen that the price of cattle has not drawn its natural relationship to the price of corn. To the contrary, notwithstanding cattle prices are not high in relation to the feed that makes them good, choice or prime, last fall we were advised by the economists and the government agencies to fatten our cattle with less corn and to feed more roughage.

Well, in our part of the country, I believe all of the roughage is fed to livestock and I believe all of it is used every year anyway and the increase of any roughage would not make for more fat cattle this coming summer or fall.

If I were to suggest a good move for the livestock industry, it would be along the lines the General Electric has taken in submitting a 10 per cent reduction in the line that they manufacture. If we could say to the consuming public and labor that we are going to reduce meat prices 10 per cent I feel that we would be straightening out the path to our national recovery a great deal.

In conclusion, I want to say that it is the feeders' anxiety to stay in the game and pitch. They want to go along in producing beef and fattening beef and lamb to the best possible advantage. It is your business to produce the beef, and you as ranchers and rangers will continue to produce it. Whether or not the feeder can continue to feed it under conditions at present confronting us is going to be the question. But I dare say there are plenty of feeders who are going to try to buy your cattle and lambs this summer and fall. They are going to try to buy them as cheaply as they can. Naturally they will try to buy them for \$1 or \$2 less than you want. You are accustomed to that.

But when the time comes that you ranchers and producers go to these livestock exchanges anytime in the future with your stock to market and you see a lot of red flags floating over those ex-

change buildings, you may well know that that is the shirts off the feeders' backs. Please come to our rescue!

(A lively question period which followed Mr. Scudder's address produced considerable discussion on the percentage of grain normally fed to cattle which might go into human consumption. It was generally agreed the proportions vary in different sections of the country. Mr. Scudder brought out the point that although a wheat surplus existed in his locality and through the Corn Belt seven or eight years ago—a fact which afforded the feeders opportunity to use a great deal of that grain cheaply—at the present time, and under ordinary conditions when the price of wheat is higher than the price of corn, not much of it is used for food in that territory, as it might farther west.)

(In response to a question about his suggestion that beef products be sold for less, Mr. Scudder offered the clarifying statement that the cut in price would have to be reflected back through all phases of the industry, such as the original prices paid on feeder steers, etc. The conclusion drawn by the chairman was that all food producing industries or farming operations would have to join in a 10 per cent reduction straight through, as the only practical way to accomplish that end.)

## The Retailer's Place

(Convention address by Geo. H. Dressler, secretary, National Retail Meat Dealers Assn., at Boise in January.)

THE word "crisis" in Chinese characters denotes two words—danger and opportunity. A crisis is what we are facing in our industry today, a crisis which I believe can well be turned into an opportunity as well as be recognized as dangerous. The dangers we are facing are: (1) Government threats of control; (2) Short feed supplies; (3) Labor difficulties in production.

The opportunities we can recognize in our present situation: (1) Our product has received the greatest publicity it has ever known (good and bad); (2) We have experienced and are experiencing the greatest consumer demand that we have known for a great number of



Mr. Dressler



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years; (3) Research, advertising and promotion by the industry have reached the greatest peak that we have ever attained.

We in the industry, through friendly mutual cooperation, can take advantage of these opportunities and capitalize on them for the benefit of all.

... Reviewing all of our activities through the war emergency and since the war's end, we find a record of close cooperation for each others' protection. This was not only a wartime necessity but its continuance is definitely needed for our future welfare.

We are on trial today for some of our inequities or delinquencies of the past. We are on trial before a jury, one that can be either very severe or very lenient. That jury is the customer—yours and ours. For the past seven or eight years we have enjoyed what is known as a sellers' market. We possibly may enjoy that type of a market for a little while longer. But just as sure as day follows night, the buyers will be in the driver's seat, and we should give every consideration possible to establishing a friendly and favorable feeling in their minds toward our product and ourselves. This must be done now; later will be too late.

We can establish this relationship by (a) Producing the kind of product that consumers want, neither excessively heavy nor unfinished; (b) Producing that product at a price that they can pay; (c) Allowing a truly and sensibly reasonable profit for those who are involved in its handling.

Various segments of our industry have performed some outstanding jobs in the field of education and public relations work. The advertising program of the American Meat Institute, with which you are no doubt well acquainted, has perhaps the outstanding product promotion in the food field. It does a first-rate job of telling an unselfish story of the value of meat. Research work which the American Meat Institute has sponsored has been and will be responsible for better public opinion of our product.

The National Live Stock and Meat Board is another organization that has performed an outstanding service to the industry for your benefit as well as ours, and particularly the product which we are interested in.

Tying in with these programs or projects, we are encouraging our dealers to improve their merchandising methods and to carry on a good public relations program which will be of benefit to all. Through press releases, radio interviews and use of all available mass communicative media, constantly extoll the virtues of the product we sell and fight the pointing fingers of unfair accusation that we have constantly faced in the last seven or eight years. We have a goal to make, and when I say "we," I mean the entire industry—you, the processor and the retailer. That goal is to increase the per capita consumption of meat.

March, 1948

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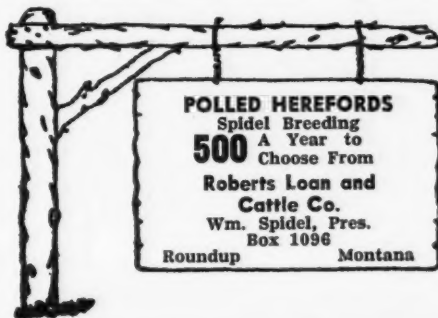
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Gleanings in Bee Culture, \$1.50; American Bee Journal, \$1.50.

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The Country Book, \$2; Farmers Digest, \$2.50.

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In 1946, a representative of the Department of Agriculture estimated that in 1950 our per capita consumption would be 174 lbs. Mr. Specht, president of Armour & Company, at the last annual meeting of the American Meat Institute stated that the industry can well look for a goal of 175 pounds per capita. In 1908, our per capita consumption was 162 pounds. Let's look at the relative position of the United States in the per capita consumption of meat.

Argentina ranks first with a per capita consumption that prior to the war reached approximately 260 lbs. Australia, New Zealand and Canada outranked the United States in the per capita consumption of meat. While I do not have accurate figures available at this time, I would venture to say that they still outrank us even though their per capita consumption may have dropped through the war years. I can think of no good reason that a country such as the United States, with its production ability and facilities, and with the economic affluence it enjoys, should not only be able to meet, but to surpass, any other country in the world in the consumption of a product which is not only good to eat but which is so essentially necessary for a healthful diet.

We have a product that has been proven in value—(97% of its protein and 95% of its fats are digestible). It is more or less an accepted fact that the entire economy of the country is reflected by the prosperity of the farm. Therefore, with a product that is so highly necessary, as well as one which is so universally enjoyed, there's no reason I can think of that the crisis we face should not mean opportunity to us—if we take it.

## THE Secretary Reports

By F. E. M.

**THE CAMPAIGN** to impose price control and rationing has petered out. The annual livestock report shows 2,500,000 more cattle than the 76,000,000 figure used so promiscuously as an argument in indicating a serious potential meat shortage. Hog runs since the first of the year also have greatly exceeded expectations. The Feb. 1 report shows more meat in storage than for a long, long time. Prices have declined and the consumers still continue to line up at the meat counter. The black market boys, all ready to resume operations, will have to look elsewhere for some other get-rich-quick scheme.

All this, despite the rather strenuous efforts of the administration to discourage meat production, by constantly harping on the need to conserve grain. Most of this, too, is wasted effort.

The country is getting more and more tax-reduction minded. Taxes have been going up just like prices. Governmental

officials on every level seem to be tax-mad. They are trying to find new ways to tax the people instead of trying to hold down the cost of government. The local and state sales taxes and income taxes increased; valuations on property increased; higher mill assessments are all continuing to increase, day by day and year by year, the tax load. This too, like the price spiral, has got to stop. The power to tax is the power to destroy, and the cost of government today, local, state and federal, is out of all bounds.

\* \* \*

Fortunately, Congress seems minded to vote a substantial income tax reduction this year, and to date it back to Jan. 1. Arguments can be made that it is unsound to reduce taxes with the present heavy debt load and the current high incomes. Those arguments would have more weight if there were any sign of the administration's trying to hold down the cost of government. But if the only way spending can be stopped is to reduce the amount of revenue collected, then it is time to lower taxes.

\* \* \*

The glowing reports as to the prospects of another large winter wheat crop this year seem premature. Moisture conditions at planting time certainly did not justify such optimism. Then came a turn for the better; but already, as the snows are going off, come stories of high winds and black clouds in important sections of the winter wheat belt.

\* \* \*

On the stockman's side of the moisture question: California is experiencing the most serious drouth in 70 years—particularly in the San Joaquin Valley and in the coastal region south of San Francisco. Many cattle will have to be moved. Parts of New Mexico and Arizona have been battling drouthy conditions for the past two or three years, so there is always a weather brake on production.

\* \* \*

Retailing practices with respect to meat are undergoing quite a revolution. First came the change from the old-fashioned meat market to the meat divisions of the thousands of cash-and-carry chain stores. Then came the super-markets, an enlargement of the chain-store idea but concentrating a tremendous volume of business in one big store. In these stores the meat counters and the checking-out stations have been the two major bottlenecks to fast service.

Now the latest development is a self-serve fresh meat counter. The writer saw one in operation recently at Richmond, Va. Trays at the top of a long deep-freeze unit displayed every kind of meat cut—steaks, chops, roasts, etc.—all wrapped in cellophane, each piece with the number of pounds and ounces, the price per pound and the total price plainly displayed on a ticket inside the cellophane. The manager of the meat department of this store said their business had increased since the self-service counter had been in operation—largely because of the inability to handle all

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the potential customers previously. In that particular store 80 per cent of the week's business is done between 4 o'clock Friday afternoon and closing time Saturday night.

\* \* \*

It is believed that there is more meat stored in locker plants and in private deep-freeze units today than ever before in the history of the country. Many new locker plants have recently been built, and thousands of home units have been sold since the war. The net result of this operation is that the individual family with meat in either of these types of lockers eats a little better than previously, at about the same cost . . . In other words, more meat and better meat bought in wholesale quantity, the price saving thus effected taking care of the increased consumption.

\* \* \*

The Toledo Scale Company is hoping that the present relatively high meat prices do not stick. The computing charts originally used in connection with meat counter scales went up to only 75 cents a pound. Then, as prices advanced, a new chart was developed by their mathematicians, carrying it up to 95 cents per pound. The recent set-back in prices may make it unnecessary for them again to develop new charts.

\* \* \*

You can help yourself by helping the American National get more members, and its official magazine, the American Cattle Producer, to get more advertising support.

## Washington Notes

THE ADMINISTRATION ASKED FOR a voluntary food rationing program as the rationing bill died (see editorials). Some of the witnesses appearing against the Flanders rationing measure which was defeated in committee 3 to 2 were A. A. Smith, president of the American National; F. E. Mollin, executive secretary, and American National legislative committee members L. C. Bamert of California, R. J. Hawes of Idaho, Sam C. Hyatt of Wyoming and George Godfrey of New Mexico.

\* \* \*

There's a bill that would set up a foot-and-mouth research laboratory and veterinarians testifying in the matter wanted to set it up in the United States. They admitted there was a remote chance of danger from it but that it was important to get a real research lab going. Judge Montague of Texas, Will J. Miller of Kansas and F. E. Mollin of Denver, representing stockmen, opposed location of such a plant in the United States.

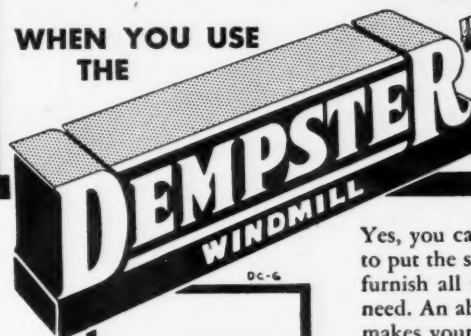
\* \* \*

Committee hearings on the extension of the Reciprocal Trade Act may start in late March or April. The chances are that it will be extended possibly for only a year with the chance of getting in a confirmation clause on new agreements.

March, 1948

## THE SLIGHTEST BREEZE BRINGS ALL THE WATER YOUR CATTLE WANT

WHEN YOU USE  
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Yes, you can depend on a Dempster windmill to put the slightest breeze to work for you and furnish all the running water your live stock need. An abundant supply of water all the time makes your work much easier and helps boost your profits.

So why not make your cattle raising job an easier one. Ask your Dempster dealer about this windmill and the Dempster complete line, today.

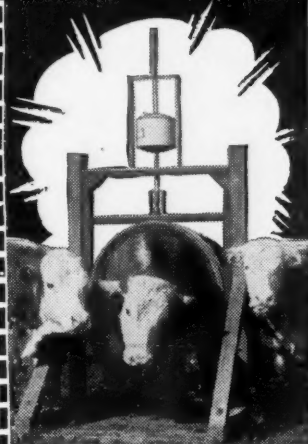
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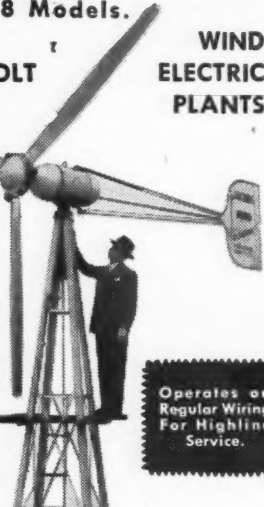
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### Uninterrupted, RESERVE POWER

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UNCONDITIONAL  
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WHEN YOU WRITE  
TO OUR ADVERTISERS  
MENTION THE PRODUCER

The measure for completion of the Mexican border fence passed the Senate in July 1947, but is still hung up in a House committee.

\* \* \*

Feb. 27 and 28 are the dates when livestock representatives—three from the National Wool Growers and three from the American National—will meet with Secretary of Agriculture Anderson and the Barrett subcommittee which investigated the Forest Service (see editorials).

\* \* \*

The cattle grub control bill passed the Senate last year but did not get action in a House committee. The American National office will be notified of hearings and act against any compulsory feature at this stage of the game.

\* \* \*

There seems to be some possibility of an increase of minimum feed from the present 200 pounds specified in most railroad tariffs to 250 or 300 pounds per car. Further study of this is to come and a hearing of interested parties may work out a new and more definite regulation than the present.

\* \* \*

No legislation has been introduced on the rumored change in the provision calling for 20,000 square feet required to make a stockyards subject to controls. Hearings will be in order when such bill is introduced.

\* \* \*

The Cattle and Beef Industry Committee met in Chicago in early October for the purpose of discussing threatened meat controls.

## A PIONEER FREIGHTER

(Continued from Page 12)

western frontiers in his book, "Across the Continent." He noted at Fort Kearney ox and mule teams arriving from the West with empty wagons. Others, going to the western frontiers, were heavily loaded with machinery for the newly-discovered mines, foodstuffs, clothing, corn and luxuries for the accumulating populations. The editor wrote:

"The wagons are covered with white cloth; each is drawn by four to six pairs of mules or oxen; and the trains of them stretch frequently from one-quarter to one-third of a mile each . . . They depend entirely upon the prairies for food as they go along; and indeed the animals grow stronger and fatter as they move on in their summer campaign of work, coming out of their winter rest poor and scrawny, and going into it in the fall fat and hearty." (The editor was referring to the cattle being wintered in the central states.)

In June, 1866, James F. Meline witnessed ox-trains loading at Fort Laramie from destinations in the Territory of New Mexico. Commenting on the condition of the livestock, he wrote: "They



"Have used Min-A-Lak over 8 years and would never dairy without it," says DHIA member R. B. Chapman of Batavia, Illinois.

### Stretch expensive grains--pocket the profits--with a Scientific Feeding Program

Grains and roughage often lack essential minerals, proteins, vitamins and enzymes needed to produce thrifty and profitable animals. Investigate these two dependable Puritan products.

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Guaranteed by  
Good Housekeeping

Outwears  
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New, different  
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Knitted with thousands of  
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of ordinary gloves. Cushions  
and protects. Washable. Ideal  
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THE PRODUCER

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are remarkable, each wagon team consisting of 10 yokes of fine oxen, selected and arranged not only for drawing, but for pictorial effect, in sets of 20, either all black, all white, all spotted or otherwise marked uniformly." (The average speed of these trains was only seven miles a day.)

"The freight trains are on the road all the time, going and coming, have all their teamsters armed, and do not require the surveillance necessary for emigrants. It would be within bounds to say that 150 wagons pass west daily during the season," the writer said.

#### A Prediction

Lewis F. Allen stated in his report of the Commissioner of Agriculture for the year 1866, "The rural population of the great western plains and the central basin will be composed chiefly of herdsmen, and their main occupation that of grazing cattle. . . . The mining population which is to exist among them will, for many years, consume all other products which the farmers may have to spare, besides taking a great many of their cattle. Let there be peace throughout our borders and no foreign ways to disturb our industry, and it is safe to predict that the census of 1870 will give to the United States and territories 40,000,000, and that of 1880 60,000,000 of neat cattle within our limits."

After 1868 ox-team freighting declined with the advent of the railroads to the West. The value changed from ox-power to pounds of beef, and on the western frontiers the word "oxen" became "steers" upon the beginning of an industry which was to grow into one of the largest in the world, supplying meat and by-products not only to the United States but to the rest of the world.

#### HEREFORDS IN SOUTHWESTERN

At the Southwestern Exposition and Fat Stock Show, Herefords swept the interbreed steer competition. Grand champion steer was a heavyweight shown by Elmer Pelton of Raymond, Kans., and reserve champion was also a heavyweight, shown by Perry Walker of Big Springs, Tex. In the junior classes, the champion was a heavyweight shown by Vernon Wolf of Big Springs, Tex.; the reserve champion, a lightweight shown by Ronnie Fee of Colorado City, Tex.

#### SOUTHWESTERN SALE

A new record average for a Shorthorn sale at the Southwestern Exposition and Fat Stock Show in Fort Worth, Tex., was established when 36 head of purebred animals sold at the Texas National on Feb. 4 for a \$523 average, with a top of \$1,676 for females and \$1,000 on bulls.

#### DIRECT TO FORT WORTH

Many exhibitors who in previous years have taken their animals home from the National Western Show at Denver were able this year to go direct to Fort Worth, where the Southwestern Exposition and Fat Stock Show was moved up

March, 1948

# Ship To JOHN CLAY & COMPANY

#### HOUSES AT 10 LEADING MARKETS

CHICAGO, ILL.	E. ST. LOUIS, ILL.	FT. WORTH, TEX.
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### Spring Planning for the Range Man

**ANGUS FEMALES**—commercial grade heifer calves, yearlings, bred cows, and pairs. These have been graded and are offered at prices commensurate with the quality and quantity desired.

**ANGUS BULLS**—as individuals or in groups, these bulls are outstanding range types. All are registered, of serviceable age, and are excellent values.

We can feed and care for your stock until your grass comes in.

Call or write us for further information

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## Help Yourself!

Sounds like something free, doesn't it?  
Funny thing, it really is!  
It's what you get extra when you  
use **WHR** blood.

It helps you produce better cattle.

**Wyoming Hereford Ranch**


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### WORLD'S LEADING SADDLE MAKERS

Hamley is constantly ahead of the field with development in better saddles. Hamley's high standard runs through four generations.

**Hamley & Company**  
PENDLETON, OREGON

### We Would Like to Meet You

**WITWER**  *Herefords*  
Est. 1899

STOW & HARVEY WITWER GREELEY, COLO.

# BULLS

FOR SALE AT PRIVATE TREATY

## MESSERSMITH'S HEREFORDS

All serviceable aged bulls are sold. Will sell only a top bull, for which the buyer will pay our top price, among the more than 100 yearling bulls that will be ready Oct. 10, as usual.

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## CHANDLER HEREFORDS

Range Bulls of Uniform Quality in Carload Lots

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Come See the Proof—Their Calves

Herd bull battery of six in use. The top Aberdeen Angus bloodlines and definitely reproducing their kind. Comparison is invited with any other cattle. The "jingle" in your pockets will warm the heart. Use them and prosper.

**NEXT PRODUCTION SALE**  
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Phones 68313—Farm 53868

to a Jan. 30-Feb. 8 dating from mid-March, when it was formerly held. The change is reported to have brought to Fort Worth many additional registered Herefords, Aberdeen-Angus and Shorthorns that might not otherwise have been shown there.

## CUDAHY BUYS DENVER CHAMPS

Cudahy Packing Company paid a record 50 cents a pound for the grand champion carload of fat cattle (Herefords) at Denver's National Western Stock Show in January. There were 15 head in the load, with an average live weight of 975 pounds; exhibitor was Karl Hoffman of Ida Grove, Ia. The beefs were dressed in the firm's Denver plant for shipment to New York.

## COLORADO SALE DATE CHANGED

Date of the first annual range bull sale of the Colorado Hereford Association has been changed from Mar. 26, which falls on Good Friday, to Thursday, Mar. 25, at Denver.

## The Markets—Headed Where?

By H. W. French

IT WAS THE FIRST TIME IN MANY months that all classes of cattle declined and there seemed to be no end to the downward movement. Receipts have not been liberal but the break in commodity prices, together with buyer resistance for meat, were the bearish factors that carried the prices downward.

There is nothing bullish about the immediate future although some are talking a better market in May and June. Until recently common and medium grades of cattle were in such broad demand that price breaks were impossible, but finally the big declines on the better grades forced the "cheap" grades off.

When prices were going up nearly everyone was predicting more advance and new record high levels, and now that the market has been going down the talk is exceedingly bearish with no limit to how far down prices are going to go before they hit bottom.

The decline has brought about much discussion of prices in the past. Not so long ago 1939 was considered a good year and best beef steers at Chicago did not pass \$14, and even in 1942 the top was \$16. The most bearish are not even willing to predict prices approaching anywhere near such levels in the face of high production costs.

Recently, on one of the breaking markets, I said to one of the jovial regular



Mr. French

shippers, "See you are still smiling," and his son remarked, "Yes, but he has to lean against the fence to do it," to which the father replied, "I saw a man hit with a blackjack and he still was able to smile."

The sharp decline is being felt and already losses are supplanting profits. Further break may bring disaster to some of the cattle feeders, particularly those with big droves in the feedlots. In discussing how the decline has hurt, one of the cattlemen told the story of the ability of a man to eat hotcakes. When asked how many he could eat, he replied, "I eat until my stomach hurts and then eat one more to be sure I had enough."

## A Few Statistics

Slaughter of cattle and calves under federal inspection during January showed some decrease, and there was a drop for hogs and sheep. This reduction in federal slaughter proves to some extent that meat is not moving so well as a year ago. Reports from packers indicate that the slump in consumption is nation-wide.

Storms and low temperatures in many areas did not favor the livestock feeder and his stock did not make normal weight gains, although until recently conditions were favorable and gains were highly satisfactory; and many lambs are carrying far too much weight in the face of a declining dressed trade.

Corn markets appear to be following the pattern established after World War I. No. 3 yellow corn at Chicago advanced from an average of \$1.33 a bushel in November, 1918, to \$1.95 the following August. Prices then declined to \$1.41 in October, 1919. This was followed by an advance to an average of \$2.02 in May, 1920. From May, 1920, to October, 1921, corn prices dropped \$1.57 a bushel. At the close of World War II in August, 1945, No. 3 yellow corn at Chicago was at an established ceiling of \$1.18 a bushel. With the removal of ceilings in June, 1946, price advanced to an average of \$2.16 a bushel, and in July then declined to \$1.33 in January, 1947. Prices advanced steadily in 1947, reaching a record high of \$2.84 at Chicago in January, 1948. From the January peak, prices had declined about 80 cents a bushel to Feb. 11.

Average price for choice to prime beef steers sold out of Chicago during the final week of January figured \$35.49, up \$10.47 from a year ago, other grades showing lesser advances, common showing more upturn than good or medium. Average for all grades was \$28.43, up \$7.24 from a year earlier. Breaks since then carried the averages to much lower levels.

## First Signs

To my notion, the first indication of a decline ahead came during the week of the livestock show at Denver, when Iowa feeders for the first time in many years fought so hard against the high prices of replacement cattle that most of them went home without making any pur-

**AMERICAN CATTLE PRODUCER**



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chases, and it has been years since there was not a special train out of Denver loaded with feeder cattle.

Despite the sharp decline, there has been no glut in supplies, many up to now preferring to wait out the market a little while longer before deciding to get rid of everything they have in the feedlots. Some reaction is expected, as in past years no market ever went down so sharply without at least a temporary rebound.

Feeders are watching the markets intensely and bulletin boards of the government market news service are well attended. When markets were going up the interest in the hourly changes was mild but at present the crowds gather far in advance of the posting of new reports. It shows the anxiety of those on the market with livestock, and undoubtedly those at home are listening for news of the markets on the radio.

All markets have been reporting a narrow demand for stocker and feeder cattle, and as the fat-cattle market continued to decline the outlet for replacement stock dwindled to almost nothing. Country buying also has disappeared. Prices have slumped at all points but the decline in Chicago was far smaller than at many other markets, choice steers at Denver late being fully as good as those early in January at \$30 or better.

Fleshy cattle are not getting the competition of a few weeks ago as some buyers have switched to thin cattle which are not ready for the feedlot and will be roughed through the winter and placed on grass next spring. Cattle straight from the producing areas, commonly known as "green" cattle are in seasonally light supply.

#### Hogs

In less than a month's time hogs had a break at some markets figuring about \$8.50 for the largest decline in a like period ever known but the market showed some late recovery.

Although the average quality of hogs was not very high, there were instances of hogs yielding far above normal—and this in the face of high corn prices. Weights have been increasing and for that reason heavy hogs sold at a discount with the spread between lights and heavies widest at the close. Declining lard prices were a bearish factor on heavy hogs.

Packers are reported to have plenty of pork stocks on hand and much forced selling of products has been reported in some sections of the country. Not so long ago predictions were for higher hog prices. In fact, some expected new all-time highs, but the market has gone the other way, prices at some markets being the lowest since decontrol, on October 15, 1946.

#### Lambs

Not much contracting of California lambs has been reported to date, and the prolonged dry spell had some influence on the situation. Owners strengthen-

March, 1948

# SALES

**March  
25  
Colorado**

## COLORADO RANGE BULL SALE

OFFERING 100 TOP RANGE BULLS  
March 25, Denver, Colo.  
Sale Pavilion in Stockyards, Union Stock Yards  
For information write Colorado Hereford Association,  
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**April  
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## TRIPLE U

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Write for catalog to: Triple U Hereford Ranch, Gettysburg, S. Dakota.

- 20 herd bull prospects
- 30 range bulls
- 50 bred heifers
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No. Dakota**

Sale at the ranch, 6 miles straight north of Wing on  
Hiway 14 at 12 noon, April 15.

Write for reservations and catalog to George or Lorin  
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**PATTERSON LAND CO.**  
WING, NORTH DAKOTA

Home of the  
ZATO HEIRS

**20 Bulls (Tops)  
35 Females (Tops)**

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Sisters to the \$35,000  
World's Record price  
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**APRIL  
28 to 29  
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## Midwest Hereford Association HOLYOKE, COLORADO

Offering a select group of top bulls and females at the Fair Grounds.  
Show April 28. Sale April 29. For a copy of the catalog write: S. S. "Vet"  
Chase, Holyoke, Colo.

**May  
17  
Colorado**

## NORTHERN COLORADO

HEREFORD BREEDERS

26th Semi-Annual Sale • Greeley, Colo. • May 17

We will have the usual good offering  
of high quality Herefords.

For the catalog and information write:  
Stow Witwer, Greeley, Colo.

ed their asking prices but buyers became very cautious. Most of the purchases were on a current-delivery basis, with most sales at \$23.50 and some up to \$24, but there were some sales of 80-pound lambs in the San Joaquin Valley at \$25 and some in the Fresno area at \$22 straight on weights over 60 pounds.

Less than 650,000 lambs were on feed in northern Colorado, the Arkansas Valley and the North Platte Valley at mid-February, or around 100,000 more than a year ago but 200,000 less than two years ago.

The big complaint in the sheephouse these days is against heavy lambs. It is the practice to discount the big weights and currently the discrimination with rare exceptions begins when lambs pass 105 pounds. The percentage of lambs under 100 pounds is very small and few of these lighter lambs are showing finish. Those of the best grading perform-

ance are weighing 100 to 105 pounds, yet many claim that those with more weight and grading and yielding well do not fit into the dressed trade.

Recently it was brought out at a prominent sheep feeders' meeting that the returned veterans are not eating as much lamb as expected and without this demand the movement of dressed lambs has been unsatisfactory. During the war period the heavy lamb was not a problem as government agencies were buying them, thereby relieving the home market.

Lamb feeders are not very optimistic for the immediate future and there may be a steady movement to market for the next few weeks even if the prices keep sliding. The break in cattle and hog prices did not offer the lamb feeders any encouragement and many of them are discouraged about the outlook after several profitable seasons.

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- 11 1/2-oz. Cowboy Denim!
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- Buy your correct size . . . They're Sanforized-Shrunk!
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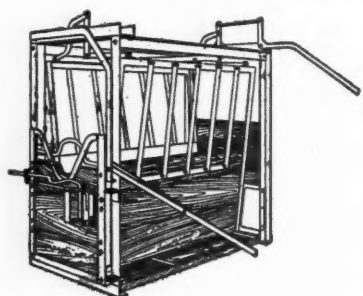
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Sanforized-Shrinkage less than 1%

## Turner Universal Stock Chute



A complete, modern chute for all handling of live stock. With attachments, it makes a perfect stock for foot trimming and veterinary work.

World's Best Cattle Machine

Best Design—Best Price—Best Made

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**TATTOO MARKERS**—Complete with figures 1 to 10. Bottle of ink and full instructions, \$4.00 postpaid. Poultry or small animal size \$3.25 postpaid. Complete line of Ear Tags, Veterinary Instruments and Supplies. Write for Catalog.

**Breeders Supply Co.**

Council Bluffs  
Iowa

## ImMasche

(Continued  
from Page 15)

away from any material increase in meat supplies from hogs.

### Exports and Imports Not a Significant Factor

Exports and imports of livestock and meat are not significant in our domestic meat supply at present. No allocations of meat have been made to European countries since July, 1947. No beef, pork or lamb from the United States is scheduled for Europe under the interim aid program. Nor do we intend to send any during the first two years under the Marshall Plan. Eventually, when hog production increases, following a series of good corn crops, and our domestic demand is more fully satisfied, the European countries under the Marshall Plan might afford an outlet for some of our lower priced pork cuts.

Now, regarding imports: Prices here are most attractive to producers outside this country. But trade agreements, commitments between other countries regarding the disposal of their livestock and meat supplies and our sanitary restrictions all operate to limit exports of other countries to us.

### Cattle Situation in Other Countries

When your secretary suggested that I cover the world situation on cattle, I thought of India. India, as you know, has the largest number of cattle of any country in the world. Those cattle, however, are not of commercial importance in world meat supplies. They are considered sacred and range unmolested through the city streets. Going down Chowringee in Calcutta, I had to step aside to avoid cattle bedded down on the sidewalk.

There is little prospect of increased imports of livestock or meat from either Mexico or Canada. We formerly imported 400,000 to 500,000 head of cattle a year from Mexico but since the outbreak of foot-and-mouth disease down there last winter no imports of cattle from that country are permitted. Loss of these imports is equivalent to annual marketings from 1,250,000 to 1,500,000 of our cattle numbers. In connection with the foot-and-mouth disease eradication program, however, the Department of Agriculture is purchasing canned beef produced in the northern areas of Mexico where the disease does not exist. But this meat must be exported to other parts of the world because it cannot be distributed for consumption in the United States.

Cattle imports from Canada formerly totaled as high as 200,000 head a year. Since early in the war, Canada has had an embargo on exports of cattle to this country in order to carry out her commitments of beef for export to Great Britain. These commitments extend to 1950 and tend to place a ceiling on prices. Cattle prices in Canada are only about one-half as high as in this country and producers there are strongly urging the removal of the embargo so they can ship to us. Consumers in Canada, on the other hand,

## SPRING FEVER

The aspen trees have buds of green,  
The restless bulls are pawin';  
I'll soon be done with chore routine—  
The stove wood won't need sawin'.  
The light spring wind no longer chills,  
And I can't keep from wishin'  
I had the cows up in the hills  
Where streams are good for fishin'.  
—Howard Haynes.

may be expected to resist its removal because of its effect on meat prices there.

Down in the Argentine, cattle numbers are about the same as pre-war, but local demand for cattle and beef has increased much as it has here, making it difficult for Argentina to fill her export commitments to the United Kingdom. Production costs in Argentina have risen sharply, and while weather conditions have been generally favorable and more cattle could be carried, Argentina cattlemen have been conservative about increasing production at this time. Our imports of canned meat, which come principally from Argentina, have increased sharply since removal of our import controls but still are not important in our total meat supply.

### Meat Consumption in Europe

While meat consumption per person last year in this country was far above average, consumption in most of the European countries was from one-fifth to two-thirds below pre-war levels. In the United Kingdom it averaged 102 pounds compared with 132 before the war. In France it was 74 pounds compared with 90. In western Germany it was only 28 pounds compared with a pre-war average of 95. When I was in Germany last summer, it took more than a month's pay of a German worker to buy a pound of bacon on the black market. The economic productivity of the countries of Europe will have to increase greatly before their people will have the purchasing power to buy much meat.

### More Meat Required to Satisfy Our Domestic Market

All the information we have points to this: Our livestock producers have the preferred market of the world for meat here at home. Our population is increasing by nearly 2,000,000 people a year; our standards of living are much higher; wages and salaries are becoming established at new levels. All these factors favor long-time demand for meat.

Supplying this demand is a real challenge to the livestock industry. It is a challenge in particular to the beef cattle industry because of its present downward trend in cattle numbers. Instead of our present totals of around 77,000,000 head, we have the range and forage (barring serious drouths) to carry a total of 85,000,000 to possibly 90,000,000 cattle and calves.

### Planning Ranch Operations To Meet This Challenge

What can the individual rancher do now to meet this challenge?

AMERICAN CATTLE PRODUCER



Utilization of grass is the foundation of beef cattle production. He will want to keep his ranges stocked for the utilization of this grass, consistent with sustained grazing capacity. During this period, intensity of production to get the most pounds of beef for animal carried will pay dividends. More attention can be profitably given to improving the condition of stock, increasing the percentage calf crop and reducing death losses. Feeding of more hay, more supplementary feeding of concentrates to keep stock on a higher plane of nutrition and more care at calving time may result in greater net returns even though requiring more cash outlay. Because of the increased population in California, Oregon and Washington, more western ranchers can look to the West Coast markets as an outlet for their product. In supplying these markets it may be advantageous to put more finish on their stock.

Now, in regard to the investment of accumulated earnings: Greater capital expenditures might be made to good advantage in increasing range productivity, such as through reseeding; more on improving herds. It also is a good time to reduce indebtedness. Consideration also

should be given to diversifying capital holdings, setting aside greater reserves—say, in government bonds—so as to provide a source of ready cash for use in an emergency or during a period of losses.

You are conducting a vital business. Meat is a power in our economic life. Throughout the history of mankind, the meat-eating races have proved superior. Meat gives power. You are producing that power. And more power to you.

## Obituaries

**Mr. and Mrs. Victor F. Christensen:** In an automobile accident near Deming, N. M., late in January. The Christensens, who lived in Likely, Calif., were well known in the West. Mr. Christensen participated prominently in the work of various committees of the California Cattlemen's Association and he was a member of the Joint Livestock Committee on Public Lands. The tragedy resulted when seven cars—one of them a gasoline truck—piled up during a freak dust storm.

**Andrew K. Miller:** Veteran commission man of Denver. Born in 1882 at Lebanon, Tenn., "Andy" Miller came to Denver in 1900 and shortly after that entered the commission business in which he continued until his death.

**Mrs. Harry J. Saxon:** In an automobile accident in which Mr. Saxon was also critically injured. The couple is well known in Arizona among livestock people, and lived at Willcox.

**Mrs. Charlotte Gill:** At a Phoenix hospital, after long illness. Mrs. Gill was the wife of Adolph Gill, of the cattle-ranching firm Fred Gill & Sons, Exeter, Calif.



**RESEARCH** on a national scale is about to start to develop better methods of fighting the costly anaplasmosis. The cattle disease exists in 27 states and is particularly troublesome in southern and south central areas. Estimated loss from the disease last year was between \$3,000,000 and \$4,000,000.

**PLANTS** in seven states bought and slaughtered more than half of the 17.8 million head of cattle disposed of in the first 10 months of 1947, according to the Bureau of Agricultural Economics. The states were Illinois, Minnesota, Iowa, Nebraska, Kansas, Texas and California. Eight states account for over half the hog slaughter in the same period.

**BIDS** were recently opened at Eprata, Wash., on five-year grazing leases of over 100,000 acres of government-owned land in the Columbia Basin area. The land will be used for controlled grazing only but will eventually be divided into family-size farms as part of a huge irrigation project. Individuals are not limited as to amount of land that may be leased.

**GIVEN** a free choice of diet, says Dr. Harry Bakwin of the New York University college of medicine, young children rate foods in the following order: meat, butter, fruits, ice cream and milk.

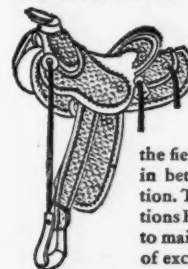
**MORE** farmers are out of debt than ever before in this generation, says the Farm Credit Administration. They borrowed a lot of money in 1947 but the farm debt outstanding at the close of 1947 was little if any larger than a year previous.

## STOCK-PEST CONTROL MANUAL SENT FREE!

Just off the press is a new 32-page illustrated "Stock-Pest Control" Manual, which pictures and describes external parasites affecting all classes of livestock. It enables livestock raisers to identify any of the hundred and one insects that infest livestock and suggests control measures for various stock.

It is an authoritative digest of the most important information gathered from various U. S. Dept. of Agriculture and State College bulletins. This valuable manual sent "free of charge" to individuals, schools or groups requesting it. Write Farnam Company, Dept. 703, Omaha, Nebraska.

## WORLD'S LEADING SADDLE MAKERS



Hamley is constantly ahead of the field with development in better saddle construction. Through four generations Hamley has continued to maintain high standards of excellence.

**HAMLEY & COMPANY**  
PENDLETON, OREGON



## PASTURE GRASS SEED

Our grasses give you bigger yields at low cost. Well cleaned. Crested Wheat Grass, Brome, Gramma and Buffalo Grass. Tall Slender Wheat and Western Wheat Grass. Clovers. Alsike. Timothy. **FREE CATALOG.**  
**WESTERN SEED CO., DENVER**

### ARE YOU INTERESTED IN BUYING A RANCH?

If so, why should you contact me? My record last year of having participated in the sale of over two million dollars in ranches located in Montana, Arizona, Colorado, Texas and New Mexico should indicate an ability to secure marketable properties. Today, I am unusually fortunate in being entrusted with the exclusive sale of some ranches whose history, productivity, and other virtues warrants your interest. Brief description of ranches referred to. Complete details furnished on request.

#### JEROME D. EDDY RANCH

Visualize a modern attractive headquarters surrounded by 27,000 acres deeded land in an open fertile valley well turfed by Grama, Slide Oats, Chamisa, and other nutritious brouses and grasses; amply watered by mills and springs; with good fencing; located between the foothills of Mt. Taylor and the Mesa Prieta in Sandoval County 45 miles northwest of Albuquerque, New Mexico. PRICE: \$7.50 PER ACRE.

#### WILL ED HARRIS RANCH

Here we have a low investment per Animal Unit ranch of 35,000 acres composed of Deeded, State Lease, Taylor Grazing, and Forestry lands. A Grama grass open range favored by its location on the slope side of the mountains, 20 miles west of Corona in Lincoln and Torrance Counties, New Mexico, watered by mills, and reservoirs. Mr. Harris during his many years of profitable tenure of this property has developed and protected this good soil making it a charming place for the human, and a safe productive home for any type of livestock. PRICE: \$175,000.00.

#### CROW ROCK RANCH

70,840 acres; 46,520 Deeded, 24,320 State, Railroad and Private leases. Two sets of headquarters, good homes, bunkhouses, tremendous sheep sheds, barns, corrals, etc., excellently watered. An improved ranch with its range covered with a sea of grass noted for its great production value. Hay in abundance. Equally suitable for cattle or sheep; however, unusual sheep improvements. Divides ideally into two ranches. Lower subdivisions available. 46 miles north of Miles City, Montana. PRICE: \$7.50 PER ACRE.

SIM CALLEY RANCH at Wagon Mound, New Mexico and ALEMAN RANCH, Cutter, New Mexico, described on Page 36 in this issue.

#### EXCLUSIVE SALES REPRESENTATIVE

Willis T. Stewart  
318½ West Gold Ave.  
Albuquerque, New Mexico

## RANCHES FOR SALE

**120,000 ACRE NEW MEXICO RANCH**  
1,000 Acres Deeded; 30,381 State Lease; 88,299 Taylor Grazing that will conservatively carry annually 1,500 Animal Units. Leaving Hot Springs, New Mexico go 24 miles Southeast arriving at the headquarters, a large historic modernized adobe home having great charm, surrounded by well constructed barns, store houses, corrals, etc. Extending in the distance is the 120,000 Acre, compactly fenced and cross fenced range bordered on the West by the Santa Fe Railroad, with Grama, Tabosa, White Sage, and other producing plants carpeting the open rolling amply watered valley that by nature and a system of dykes absorbs all moisture from rainfall and the drainage from the mountain slope to the East and West. Conceive a well improved country with a year round mild climate, shipping point and scales on the ranch, convenient and safe, aided by capital and care, resulting in a charming home; a low cost productive range with a low investment per Animal Unit and low operating expense. Accepting the continued possession of the Public Domain and State Leases this ranch must command respect.

PRICE: \$175,000. CONVENIENT TERMS.  
EXCLUSIVE SALES REPRESENTATIVE  
Willis T. Stewart  
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Albuquerque, New Mexico

**26,000 ACRE NEW MEXICO RANCH**  
Arriving at Wagon Mound, New Mexico, by Highway 85, or Santa Fe Railroad you will see a picturesque 26 room home, large storage building, corrals, bunkhouse, barns, etc., nestling in a valley abundantly watered by springs. Home adobe and rock, hardwood floors, fireplaces, electric lights, central heating system. Here is the 10,000 Acre home ranch watered by springs, and mills, rich in Grama Grass, harvesting 1,000 tons of hay annually, several sections available to irrigation from the surplus of spring water. Go then a few miles Southwest on the Highway to the 16,000 Acre Choro & Tierra Blanca properties, an open Grama Grass country edging into the protective Turkey Mountains on the North, well watered and improved. Its strong grass fattening stock and the climate favoring equally the human and the grazing animal. A valuable old ranch, unusually convenient, safe, livable, and productive. Excellent hunting and lake fishing.

PRICE: \$15.00 PER ACRE.  
EXCLUSIVE SALES REPRESENTATIVE  
Willis T. Stewart  
318½ West Gold Ave.  
Albuquerque, New Mexico

## MISCELLANEOUS

Deer, Elk, Cow and Fur Skins tanned into leather and made into coats, gloves, etc., to your measure. Or we buy them. Cherveny Glove and Tanning Co., 1127 N. W. 19th Ave., Portland, Oregon.

**NO FROST**  
Proven effective in keeping glass clear in any weather—snow, steam or frost. For windshields, windows, eyeglasses, etc. Liberal supply, \$1.00 postpaid.

OTIS E. ROSSELL  
Box 5, Waltersburg, Pa.

**SALESMEN WANTED — MONEY BACK IF NOT PLEASED WITH VARIETY SELECTION**—I'll give you two Nectarines, two Muscadines, two Radiance Roses, Eight Peaches, Four Apples, and Two Pears for only \$5.00 Postpaid. Wm. Horace Baker Nurseries, Baileyton, Alabama.

**INDIANA** certified Clinton seed oats; purity 99.80%, germination 98%; cleaned, bagged and tagged; \$2.50 per bushel. Certified Benton oats, cleaned, bagged, tagged, \$3.25 per bushel. William Rader, Morocco, Ind.

There are products to fill many ranching needs in The Producer's advertising columns. It's to your advantage to patronize these advertisers who are bidding for your business.

## HEW AND CRY

A new sharp axe can fell a tree,  
Or split a chunk or root;  
It also can—it did for me—  
Shear off a hunk of boot!

—HOWARD HAYNES.

# Personal Mention . . . . .

Among recent Denver visitors were Bob Hogsett of Ft. Morgan, Colo., the secretary of the Cattlemen's Association of Morgan and Affiliated Counties. With Mr. Hogsett was H. F. Barnes, International Harvester dealer at Brush, Colo.

The weekly food column originated 10 years ago by the late George Rector, featuring meat recipes, will be continued by Wilson & Company in 149 dailies in major market cities. There will be such minor changes as "From the Rector Kitchens" instead of the use of Mr. Rector's signature.

The cover of Business Week magazine for Feb. 7 carries a picture of Harry B. Coffee, president of the Union Stockyards of Omaha. Inside, the full-column writeup on Mr. Coffee describes him as still a cowboy at heart. The son of a

Sioux County, Nebraska, rancher, his early days were spent on the range and even now he and Mrs. Coffee still take twice-yearly vacations at his 19,000-acre ranch. The former United States congressman has headed the Omaha yards for five years.

Following the annual meeting of the board of directors of the Union Stock Yards Company of Omaha and the South Omaha Terminal Railway Company, announcement is made of the election of H. L. Van Amburgh as a vice-president of both companies.

At Phoenix, Ariz., Louis G. Galland has been named a vice-president of the Valley National Bank. He succeeds the late L. W. Fletcher in charge of the agricultural and livestock loans department.

## Letter from Skull Creek

DEAR EDITOR:

February has gone by and even though it was a short month it sure meant a lot of work on this Skull creek ranch. We had an over supply of snow during the month and had to feed a lot of hay. However nothing happened to mar the peacefulness of the valley and everything went along nicely.

We have had plenty of time by now to judge those 20 bulls the boss bought at the stock show, and 19 of them pass our inspection O. K. The other one has a little too much daylight under him and he is also a little too narrow. Guess we will get rid of him.

One of the men suggested that perhaps the boss was figuring on using that one for a saddle horse to drive the others home. Comment stopped there though as the old man commenced to get a little sore. Whenever his grey hair starts to raise up around his ears we know it is time to quit.

At that point I rose to my feet rather slowly, and wiping my brow like I saw Bill Bryan do back in Topeka when he spoke on free and unlimited coinage of silver, reminded the men how deep the straw always is in the sales pens and how I thought it showed real ability on his part that he did not get more than one that was a little leggy and further reminded them how the other 19 were extra fine bulls and that he made a good buy. This rather long speech by me seemed to clear the air, as it were, and put ever one at ease again. This keenness on my part to size up a situation and to solve it I learned from a book on how to win friends and influence people. You should read it.

Calving has started and we think we are going to beat the 82 per cent calf crop we got last year as the cows are in a better condition than they were last spring. I mean we certainly will if nothing unforeseen occurs.

At dinner one Sun. I happened to look at the calendar hanging on the wall and noticed there were 5 Sundays in the month and one other day printed in red. The cook said those in red were always holidays in the cities and more than likely Valentine's day was also. He said if one of those days in red happened to come on a Thu. or Fri. of a week the people in town do not bother to go back to work until the next Mon. As he calculated it they had only 20 working days in Feb. As Washington's birthday came on Sun. they probably took Mon. off in his honor. Pretty soft if you ask me.

On a ranch the cattle eat hay on a holiday the same as any other day, in fact we generally scatter a little more as a treat on those days. We have plenty of hay and believe in feeding all that is really needed. At the school they held programs in the memory of both Washington and Lincoln. Most ever one here remembers Valentine day by sending a few of those fancy cards to their friends. Personally I am a trifle sentimental as I have told you before and send quite a lot of them. We always read a few of those we receive at some meal time to help the conversation along.

That brought up stanzas of old poems we remembered from our school days and I recited one that I think was in the Seminole county Chanticleer back in the 90's about some well known woman of that day named Maud Muller. Rather a childish poem but it always remained with me. May be you never heard of her—it ran: Maud Muller on a summer's day watched the hired man rake the hay; she laughed and giggled in her glee as up his pant's leg crawled a bee, but the hired man giggled in his turn when a grass hopper crawled up her'n.

Yours truly,  
WILLIAM (BILL) WESCOTT.





Picture shows Mrs. Charles Harris, Jordan Valley, Ore., winner of the lady's saddle in the convention drawing at Boise, January 15. It isn't surprising that Mrs. Harris is flashing a happy smile—that's a very nice outfit she was lucky enough to take home as a souvenir of the meeting.

Members of the F. E. Messersmith family of Alliance, Nebr., really go in for over-all coverage, judging by a recent letter from the head of the family. In it he enclosed American National dues for himself, Robert R., Frank J., and Kenneth M.

J. C. Penney, founder of the store chain bearing his name, recently announced the purchase of 400 head of Herefords to be placed on his farms at Hamilton, Mo. Mr. Penney has previously won numerous prizes with his Aberdeen-Angus cattle, which he intends to keep also.

Walter C. Crew was elected vice-president and assistant general manager of the Denver Union Stock Yard Company, in the annual meeting of the board of directors, Jan. 28.

The largest cattle ranch in Alaska—a 70,000-acre range located on two Aleutian islands, Chirikof and Sitkalidak—is owned by a veteran sourdough rancher named Jack McCord. He has leased the islands for the past 25 years from the United States government and hires two doughty Arizona cowpunchers who ably handle the widespread set-up, at round-up time using horses, tractors and trucks. Lush grasses and easy winters make the location ideal for livestock raising.

Irving Beard of Fruita, Colo., became a new member of the American National on a recent office visit. Lucile Mohannah of Grand Junction, Colo., was another caller. In speaking of conservation, she mentioned her own belief that the factor most overlooked by the people plugging that work is the human element; the efforts of the conservationists, in other words, are greatly dependent for their success on the men of the land.

One of the largest ranches in Wyoming—the 50,000-acre Big Lightning and Dry Creek Ranch 45 miles from Douglas—has been sold to Jim Prude of the Burlington Railroad at Denver and Harold Ketelsen, Iowa farmer. Veteran rancher Fred Williams, the seller, plans to retire.

## Stockmen's BOOKSHELF

The Food and Agriculture Organization of the United Nations has just published a 182-page book titled "Breeding Livestock Adapted to Unfavorable Environments." The world-wide study is concerned with types and breeds whose economic value has been demonstrated in tropical and subtropical areas, in semi-arid and plateau regions and in wet hill and rugged range country; also water buffaloes, yaks, reindeer, camels and dromedaries, llamas and alpacas. One dollar and 50 cents per copy; order from International Documents Service, Columbia University Press, 2960 Broadway, New York 27, N. Y.

The following volumes by Henry F. White, of John Brown University, are offered as an appraisal of agricultural and marketing problems and policies during recent years: "Marketing Problems and Policies," 214 pages, \$2.50; "Agricultural Problems and Policies," 232 pages, \$2.75; "The Farmer and Economic Progress," 424 pages, \$4; "A syllabus to Accompany the Farmer and Economic Progress," 108 pages, \$1.25. John Brown University Press, Siloam Springs, Ark.

"Aberdeen-Angus Cattle Raising at Its Best" is a new 48-page booklet available free upon request to the American Aberdeen-Angus Breeders Association, 7 Dexter Park Avenue, Chicago 9, Ill. Dealt with in the 12 chapters, illustrated, are such problems as founding and handling a herd, sires, handling the herd bull, developing calves and fitting cattle for sale.

Frank W. Harding, drawing on his personal experiences, travels and contacts over many years' time, has written a new history, "Mostly About Short-horns." Mr. Harding will autograph any copy of the book if such a request is made. Send orders to American Short-horn Breeders Assn., 7 Dexter Park Ave., Chicago 9, Ill.

"Fire Safety on the Farm" is a booklet available free from the National Board of Fire Underwriters, 85 John Street, New York 7, N. Y. Last year the direct property loss by fire reached \$692,635,000, the highest of any year in U. S. history.

Idaho cattlemen went to school for three days in January when the University of Idaho held a course at Moscow on beef breeding subjects. Leon Weeks, Idaho Cattlemen's Association secretary, reports the course was very successful.

### LEAP YEAR

"I'll head that calf across the field!"

The Greenhorn Kid was crowing;  
But when his horse stopped short and wheeled,

The Kid kept right on going!

—Howard Haynes

FOR  
QUICKER  
GAINS  
WITH  
LESS  
FEED

# VIKING VILAK

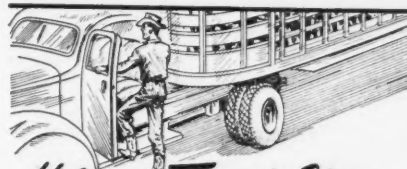
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Hauling livestock to market is a responsibility NOT to be taken lightly. By night—and by day—men are guiding huge truck-trailers to market, carefully and seriously—men of driving skill, reliability, and integrity. It's no wonder these men wear cowboy boots—Nocona Boots—for good footing, for comfort, for economy. Nocona Boots help get the job done.



Ask Your Dealer For

## NOCONA BOOTS

NOCONA BOOT COMPANY  
NOCONA, TEXAS ENID JUSTIN, President

### CEDAR CHESTS (KNOCKED DOWN)

Assemble your own for less than one-third. Full size beautifully designed. Made from best Tennessee cedar obtainable; all parts ready-cut, sized, machine sanded. Easily assembled—full instructions; only a few hand tools needed. Complete, with handles, hinges, lock, half-sliding tray. Only \$14.95 (F.O.B. Tennessee).

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# "WHERE TO BUY" DEPARTMENT

Classified rates: 50 cents a line; lower rates for 3 and 6 insertions. Figure a line as 7 words.

## RANCHES

3200 ACRES Lincoln County, Colorado. Well-improved stock-grain farm; 900 acres under cultivation; sandy loam soil; good grass and water. Possession. Price \$48,000. LOUIS MILLER, Frankfort, Ind.

IDAHO DIVERSIFIED RANCH. 2720 Acres deeded, productive, irrig., potato, bean, alfalfa, wheat and clover land. 2 sections leased. Outside grazing permit for 1100 head from March 15 to Nov. 1. Water costs only \$1.25 per acre per year. Rental from property last year netted over \$50,000.00. 5 sets of improvs. \$270,000.00. V. C. Bryant, Redding, Calif.

**Southern California**  
**Alfalfa, Permanent Pasture, Cattle Ranch**  
Located in beautiful San Jacinto Valley, 80 miles from Los Angeles. Ranch completely fenced and cross fenced, new heavy duty corals and loading chute. Own irrigation well and reservoir, complete underground concrete pipe lines. All equipment, riding horses, cattle, hay and grain can be purchased with ranch if desired. Present owner might consider trade. For complete details call or write Mang & Divine, exclusive agents, 142 E. Main St., San Jacinto, Calif.

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CHOICE CONTACT

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SUTHERLIN, OREGON

3,147 DEEDED LAND, \$10 ACRE. 3,340 Taylor grazing, 2,000 leased land. Good creek, wells. Oiled highway, four miles to town. Roy Alexander, Jordan, Mont.

## NEW MEXICO RANCHES

15 SECTIONS, improved, near Roswell, no minerals. \$50,000; 24,000 acres deeded, 8,000 leased near Ft. Sumner at \$8.50 an acre; 11,200 deeded, 35,000 cheap lease, mountain ranch northwest New Mexico \$7.00 for the deeded land; and two large ranches east central New Mexico, highly improved, best ranch country available, at \$11.00. For New Mexico ranches, write

J. H. RUSSELL  
Box 50 San Angelo, Texas

## BEAR CREEK VALLEY, OREGON

NEARLY 900 acres in grain, alfalfa and pasture. Capacity 350 head all yr. Also rights in Pilot Rock Range for 235 head. Airport joins ranch. Modern improvements and equipment, income from farm and stock. Leases 1 yr., with option, sale. 1½ miles from Ashland. \$75,000. Note: Owner must retain the 67 acres with the improvements, as cannot find housing in town, and sell balance with leases for \$27,000. F. L. WRIGHT, 177 Post St., R530, San Francisco 8, Calif.

COLORADO LAND SALE—Heavily grassed ranch land improved. \$10.50 to \$15.00 per acre. Level land suitable for wheat and row crops \$15.00 per acre. Improved highly productive irrigated farms close in \$150.00 acre. See or write E. H. Grantham, Ordway, Colorado.

## SLAUGHTER HOUSE

### SLAUGHTER HOUSE

For Sale, dissolving partnership. Plant almost new, and thoroughly modern. One beef bed and hog killing equipment. Three new insulated delivery trucks and one pick-up truck. Two coolers, room for about 150 beef. James Armstrong, P. O. Box 294, Vista, California, Phone 2091, Vista, Calif.

## EMPLOYMENT

EXPERIENCED cattleman, former ranch owner, is open for position as manager of cattle ranch. Prefer location in Colorado or Wyoming. Can furnish highest references. Write to: Box 500, American Cattle Producer, 515 Cooper Bldg., Denver 2, Colo.

## SEED

GRASSES FOR PASTURES AND RANGE. Build up your grazing areas at small cost with our pure, live, acclimated seed. Brome grasses - Northern - Lincoln - Southern. Crested Wheatgrass. Tall Slender Wheatgrass, Western Wheatgrass, Buffalo Blue Gramma, Orchard Grass, Meadow Fescue, Tall Fescue, Clovers, Alfalfa. Write today for free bulletins with prices and further information. The Western Seed Co., 1425 15th St., Denver, Colo.

Mindo and Bonda seed oats, certified superior quality, 3 bushel per bag, \$4.25 per bushel, f. o. b. Olivia. Down payment or full payment with order. Immediate shipment. Troy Seed Co., Box 648, Olivia, Minnesota.

## CHICKS

STOUFFER'S CHICKS—Pullorum Controlled, U. S. Approved Leghorns, Rocks, Wyandottes, N. H. Reds. Surplus chicks, our choice, \$5.95. Leghorn Cockerels, \$2.95, collect. Get complete prices. SADIE STOUFFER HATCHERY, Waddams Grove, Ill.

## BOOKS

Do you find it difficult to secure information about sheep and sheep ranching methods? The Sheep and Goat Raiser reaches more sheepmen with more information on range sheep than any magazine published. Subscriptions, \$1.50. Hotel Cactus, San Angelo, Texas.

"HOW TO BREAK AND TRAIN HORSES"—A book every farmer and horseman should have. It is free, no obligation. Simply address Beery School of Horsemanship, Dept. 14412, Pleasant Hill, Ohio.

H. H. HALSELL, 2524 Greene, Fort Worth, Texas, is offering seven of his interesting books at the following prices: "Romance of The West," \$2.00; "Ranger," \$2.00; "The Old Cimarron," \$2.00; "Trailing On," \$2.50; "Prairie Flower," \$1.50; "My Philosophy," \$1.25; "My Autobiography," \$3.00; PIONEER COWBOY AND TRAIL DRIVER.

## RANCH EQUIPMENT

STOCK TANK SALE. New extra-heavy, galvanized, bottomless Stock Tanks, complete. 20-ft. diameter \$95.00. 30-ft. \$140.00. Send for literature. Bernstein Bros., Pueblo, Colorado.

AEROIL WEED BURNERS. The safe, handy flame thrower with 99 uses. Kills every known weed. Disinfects by sterilizing. Destroys parasites and insects. Thaws frozen objects. Heats nearly anything. Very useful. Very economical. Guaranteed. Illustrated leaflet free. No. 99 Jr. \$16.50, Senior (4 gal.) \$22.00, Giant (5 gal.) \$27.25. Spray attachment \$3.50. All postpaid thru 4th zone. Western Seed Co., 1425 15th St., Denver, Colorado.

SCALES—NEW AND REBUILTS. Standard makes; every purpose. Acme Scales, 335 Southwest Blvd., Kansas City, Mo.

## Association Sidelights

There's a pleased echo still rising in the Boise neck of the woods. It has to do with the attractive corsages furnished by the Twin Falls Commission Company to all who attended the national CowBelles tea at convention-time. Seems the ladies are still talking about them.

Presstime comes this month while the CowBelles of Utah are meeting in Salt Lake City. We understand that organization was started last year with about 12 charter members and since then, under the direction of Mrs. L. C. Montgomery (Mr. Montgomery is president of the Utah Cattle and Horse Growers Association), has grown to 87 members.

## CALENDAR

Mar. 4-5—Louisiana Cattlemen's convention Alexandria.  
Mar. 4-7—San Angelo Fat Stock Show, San Angelo, Tex.  
Mar. 7-8—New Mexico Cattle Growers convention, Albuquerque.  
Mar. 9-11—Kansas Livestock convention, Topeka.  
Mar. 12-21—Tulsa Livestock Exposition, Tulsa, Okla.  
Mar. 17-18—Texas and Southwestern Cattle Raisers convention, El Paso.  
Mar. 20-25—Grand National Junior Livestock Show, San Francisco.  
Apr. 12-13—Idaho Cattlemen's convention, Boise.  
May 13-15—Montana Stockgrowers convention, Bozeman.  
May 17-19—Cattle and Horse Raisers of Oregon, convention, Baker.  
May 21-22—Washington Cattlemen's convention, Okanogan.  
May 27-29—North Dakota Stockmen's meeting, Minot.  
June 3-5—South Dakota Stock Growers 57th annual meeting, Hot Springs.  
June 8-10—Wyoming Stock Growers meeting, Douglas.  
June 10-12—Nebraska Stock Growers meeting, Omaha.  
June 24-26—Colorado Stock Growers and Feeders meeting, Boulder.

## COLD STORAGE HOLDINGS

(In thousands of pounds)

	Feb. 1 1948	Jan. 1 1948	Feb. 1 1947	Feb. 1 1947
Frozen Beef	165,400	160,193	169,877	155,900
Cured Beef	15,557	15,038	9,890	9,700
Total Pork	665,093	527,159	390,473	487,002
Lamb, Mutton	19,780	20,317	17,114	22,800
Lard and Rend.				
Pork Fat	133,190	113,286	122,988	129,575
Total Poultry	294,416	317,463	316,792	255,654

## CHICAGO LIVESTOCK PRICES

	Feb. 16, '48	Feb. 17, '48
Steers—Choice	\$27.50-35.00	\$24.00-29.00
Steers—Good	24.00-29.50	21.50-25.50
Steers—Medium	20.00-25.50	16.50-23.50
Vealers—Gd.-Ch.	24.00-26.00	23.00-28.00
Calves—Gd.-Ch.	20.00-23.00	17.00-20.00
F. & S. Steers—Gd.-Ch.	22.00-25.50	16.75-21.50
F. & S. Steers—Cm.-Med.	17.50-22.00	14.00-16.75
Hogs—(200-240 lbs.)	23.75-24.75	20.50-27.00
Lambs—Gd.-Ch.	22.50-23.50	22.50-23.15
Ewes—Gd.-Ch.	12.50-13.00	8.50-9.50

## WHOLESALE DRESSED MEATS

(New York)

	Feb. 17, '48	Feb. 17, '47
Str. & Heifer—Ch.	\$47.00-50.00	\$39.00-42.00
Str. & Heifer—Gd.	40.00-44.00	36.00-38.00
Cow—Commercial	33.00-36.00	25.00-28.00
Veal—Choice	45.00-48.00	40.00-45.00
Veal—Good	39.00-44.00	38.00-43.00
Lamb—Choice	38.00-45.00	43.00-45.00
Lamb—Good	37.00-44.00	42.00-44.00
Ewe—Commercial	24.00-26.00	38.00-42.00
Pork Loin—8-12 lbs.	45.00-47.00	50.00-52.00

## FEDERALLY INSP. SLAUGHTER

(In thousands)

	Cattle	Calves	Hogs	Sheep
Jan. 1948	1,312	586	5,223	1,347
Jan. 1947	1,403	591	5,844	1,542

In a recent election, R. Pryor Lucas of Berclair, Tex., was named head of the Texas Hereford Association. J. M. North, Jr., Fort Worth, is vice-president; Henry Elder, Fort Worth, secretary-manager.

Lloyd F. Barron of Fairfield, Ida., was elected president of the Pacific Coast Aberdeen-Angus Association at its annual meeting in Madera, Calif. Mr. Barron belongs also to the Idaho Cattlemen's Association.

## PICTURE CREDITS

Leo D. Harris, cowboy photographer of Killdeer, N. D., snapped the cover picture. Chart on P. 10 from BAE; Pp. 12 and 13. John K. Standish; P. 18, left-hand, Chris Skinner, Ontario, Ore.; P. 25, USDA photo by Knell.

AMERICAN CATTLE PRODUCER